Trade and Industry

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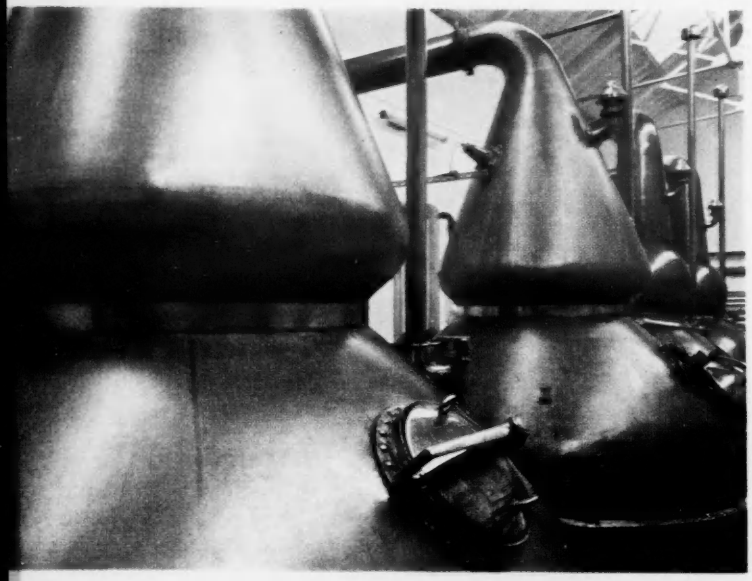

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Index to Statistics 466
Subscriptions, Advertisements, Reprints 466
Trade with Central and South America-4 – Panama – The right time to tackle a promising market 469
Subscriptions to 'Trade and Industry' 469
Mr. Grant speaks of greater prosperity through new investment measures 471
Review of liquor licensing law 472
Mr. Anthony Grant visits Poole and Bournemouth 472
Mr. Ridley's statement on Monopolies Commission report on beer 472
Sir John Eden on Government review of steel industry 472
Mr. Davies speaks on nationalized industries 473
'EFTA Bulletin' looks at the EEC negotiations 473
BIM seminars on management ratios and interfirm comparison 473
New financial assistance for tourist projects in development areas 473
Hampshire printing firm will provide 30 jobs for Bedwas 473
Consideration of mergers by the DTI 474
Exporting to the Middle East 474
The Import Duties (Temporary Exemptions) (No. II) Order 1970 474
Import duty on unsweetened canned pears to be temporarily reduced 474
Allocation of DTI advance factory at Aberdare 474
New advance factory at Bodmin 474
Special review of certain temporary exemptions from import duty 475
Applications for reimposition of import duty 476
Government surplus sales 477
Lloyd International Airways lose appeal against ATLB decision 477
Parliamentary Answers 478
Parliamentary Answers on aviation and shipping 480

STATISTICS

The economy: selected indicators 481
Trends in invisible transactions 482
Sales by wholesale textile houses 483
Capital expenditure of the manufacturing, distributive and service industries 484
Manufacturers' and distributors' stocks in the third quarter 488
Retailers' stocks in October 491
Turnover of the catering trades, laundries and dry cleaners and hairdressers in October, 1970 492
Foreign visitors to Britain in October 494
Cinema admissions and taking in September 494
Business Monitor 494
New companies registered 494
Registration of British and foreign films 494
Turnover of the motor trades in October 495
Record Northern Ireland trade figures 495
Machine tool deliveries and orders 496

EXHIBITIONS AND FAIRS

Special attention shown to British area at Hotel/Motel Exposition, New York 499
A possible Soviet market for film equipment 499
Sampan girls for the Boat Show 499
McCormick Place-on-the-Lake exhibition centre opens in January, 1971 501
Office equipment on show in Kuwait 501
Furnished rooms feature at Furniture Show 501
Second 'combined' Lightshow 501
Tons of tools at the Hardware Trades Fair 501
Mr. Noble announces engineering exhibition in Singapore next October 502

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS

Memorandum of Understanding with Finland, Spain and Yugoslavia, Iran and Romania 503
ECGD backing for export contracts. New police headquarters for Dubai. Hints to businessmen booklets 504
Export Missions and Tours 505
Export Orders 506

Power cuts and 'Trade and Industry'

THE production of this week's *Trade and Industry* has been severely affected by cuts in the electricity supply. We apologise to readers for the unavoidable absence of several items and for any lowering of the normal standard of printing.

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Argentina: Imports of heavy trucks and long distance buses and their chassis prohibited 515
Australia: Special Advisory Authority Inquiry on yeast. Tariff Board inquiry in yeast. Dumping Tariff Board inquiry on acetone and grinding and cutting wheels 513
Canada: Motor vehicle safety regulations. Consumer Packaging and Labelling Bill and Weights and Measures Bill 516
Ceylon: Control of prices (drugs). Customs notification. Import control 512
Chile: Import duty amendments 515
Colombia: Addendum to chapter 38 of the customs tariff. Addition to prior import licence list 514
El Salvador: Amendment to the Foreign Exchange Law 515
European Communities: Common agricultural policy 508
Finland: Restrictions on use of import credits 510
France: Duty reduced quota for dried grapes. French Highway Code 509
Ghana: United Kingdom Ghana Loan, 1970 511
India: Patents Act, 1970 511
Indonesia: Exchange rates 512
Irish Republic: Importation of dogs and cats 509
Italy: Statistical visas for cotton textiles. Analyses of ethyl alcohol 509
Malaysia: Import control 512
New Zealand: Tariff and Development Board reports. Emergency Protection Authority reports 512
Peru: Amendment to tariff heading. New tariff heading introduced 514
Portugal: Drawback on brass shapes 509
Singapore: Bill to prohibit smoking advertisements 512
South Africa, Republic of: Customs tariff applications. Import control regulations, 1971. Hire purchase regulations 511
Turkey: Global Import Quotas 510
Uganda: Government control of the import trade 510
United States: Motor vehicle safety standards. Guides for the wig and hair piece industry. Ttransportation of liquids by pipeline 515
Uruguay: Import surcharge exemptions 514

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover pictures

Drinking Scotch whisky has only become an international habit relatively recently, although it has been distilled in Scotland for many centuries. One of the top-selling brands is 'J & B Rare', which is sold in 140 markets.

'J & B Rare' is only one of several Scotch whiskies distilled and blended by International Distillers and Vintners Ltd. IDV own three Speyside distillers, and last week a £2½ million IDV warehousing and maturing whisky complex was opened at Blythswood by Mr. Anthony Grant, Parliamentary Under-Secretary of State (see page 471).

In our cover series, the whisky stills at Strathmill distillery are seen top left; the top right picture shows cask filling at Blythswood; and the bottom pictures show the bottling and packaging facilities at Strathleven Bonded Warehouses Ltd.

LATE ANNOUNCEMENT

Electricity supply and consumption — emergency regulations

MR. JOHN DAVIES, Secretary of State for Trade and Industry has, under Emergency Regulations, made an order, which came into force on December 14 prohibiting the use of electricity for advertising and display purposes (including shop windows) and for flood lighting. Television and cinema advertising are excluded from the order. Other exemptions may only be allowed on the authority of the Secretary of State.

The Regulations give the Secretary of State powers to regulate or prohibit the supply or consumption of electricity for any purpose. The use to be made of these powers will depend on a continuing assessment of the situation. The Secretary of State would therefore be able to make further orders as required. These could include for example restriction or prohibition of the use of electricity in industry, commerce and the home. Equally exemptions could be made for essential services and priority consumers, including hospitals and the sick.

The Regulations will also be used to relieve the Electricity Boards of certain obligations about the supply of electricity—e.g. on maintaining voltages—imposed on them by the Electric Lighting (Clauses) Act 1899 and the Electricity Supply Regulations 1937. This will give them a degree of extra flexibility in coping with the present situation.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	This week
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	This week
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	This week
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisitions and mergers (Q)	2 Dec. 1970
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	18 Nov. 1970
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	9 Dec. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production, exports and orders (M)	25 Nov. 1970
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	1 Nov. 1970
Footwear industry orders and deliveries (M)	25 Nov. 1970
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	9 Dec. 1970
Value of overseas trade (M)	25 Nov. 1970
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	9 Dec. 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	9 Dec. 1970
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	25 Nov. 1970
N. Ireland index (M)	25 Nov. 1970
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book value of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	This week
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	9 Dec. 1970
Volume of production (M)	9 Dec. 1970
Motor industry:	
Car and commercial vehicle production (M)	2 Dec. 1970
Motor trades turnover (M)	This week
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	2 Dec. 1970
Retail trades:	
Index nos. (M)	9 Dec. 1970
N. Ireland index (M)	11 Nov. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	2 Dec. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	This week
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	25 Nov. 1970
Hosiery production (M)	18 Nov. 1970
Wholesale houses sales (M)	This week
Wool exports (Q)	25 Nov. 1970
Wool output (M)	25 Nov. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	18 Nov. 1970

Department of Trade and Industry Organizations, etc.

Subjects	*Last Published*
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	7 Oct. 1970
Customs notices of interest to exporters	9 Dec. 1970
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – July to October 1970	9 Dec. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release dates of economic statistics	25 Nov. 197

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

TRADE and INDUSTRY (*incorporating the Board of Trade Journal*) is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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The views expressed in contributions emanating from other than official sources are not necessarily those of Her Majesty's Government.

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Monthly Digest of Statistics

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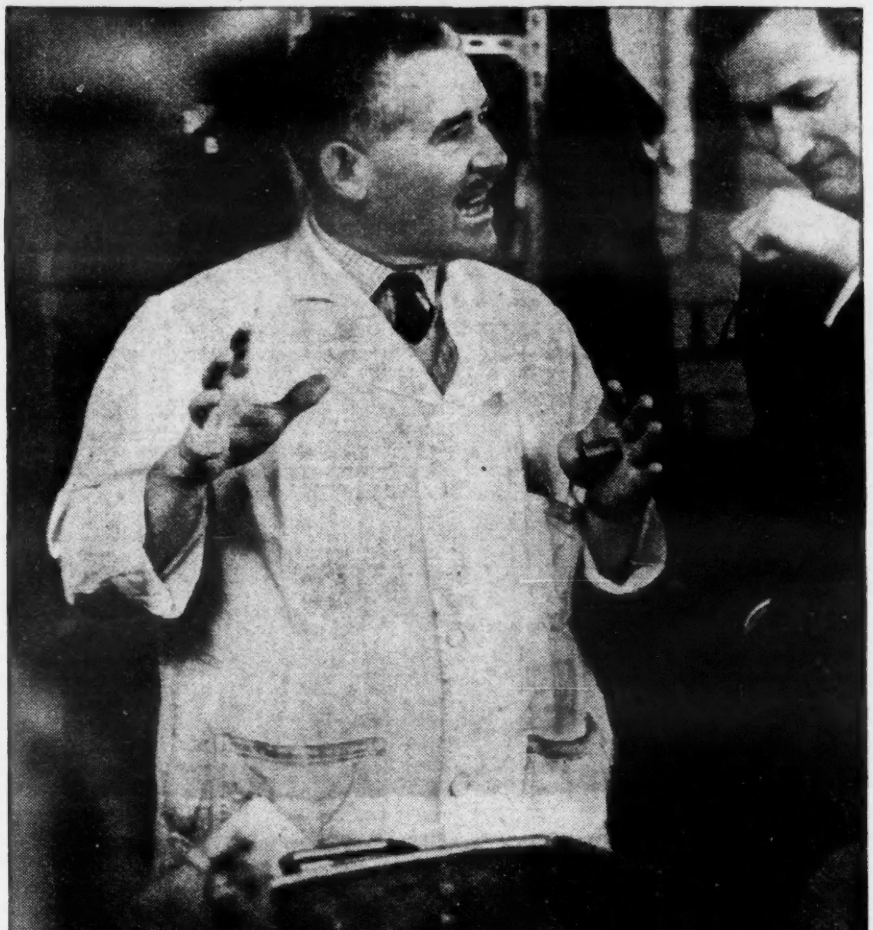

Only 17 of us, but our exports are pushing six figures.

To get ahead in exporting you need the will – and the means. The 17 people in this Midlands electrical conduit plant have the will, and the managing director, Mr E. P. (above left), tells how ECGD helped provide the means. The ECGD bank guarantee enables him to offer the credit terms his overseas buyers need.

Interviewer: When did you first start thinking about selling overseas?

E.P: Eight years ago. We wanted to expand. Home demand was static, so we looked abroad.

At which markets?

E.P: First of all Hong Kong. Then we moved into markets like Singapore, Kuwait, Cyprus, Malta and South Africa. We're planning an agency for India and Ceylon and we're looking at Australia. Once we go metric we shall be able to sell in Europe, too.

Have you achieved the growth rate you aimed for?

E.P: We've done more than we hoped. There are only 17 of us, but we're doing very good business overseas – exports are now 54% of our turnover.

And this success depends on your being able to give credit?

E.P: If we couldn't offer extended credit we'd get nowhere. We sell in very competitive markets, and often the customer can be very choosey on credit terms. Without the ECGD comprehensive bank guarantee the cost of financing credit would have sunk us. But on the back of the guarantee we can get our money from the bank immediately we ship, and at bank rate with no extras. Because we don't have to wait for payment from the customer, our trading account is always in credit. We can pay suppliers quickly, afford new automated machinery, really get stuck in.

You've no worries, either, about overseas buyers' default?

E.P: The ECGD policy covers us against this and against possible transfer delays. But the crucial thing for us is the bank guarantee. Without it we'd do very little overseas.

What's your plan for this year?

E.P: Our exports should reach six figures. We're increasing capacity. We've room to expand much more here and we'll do it through exports.

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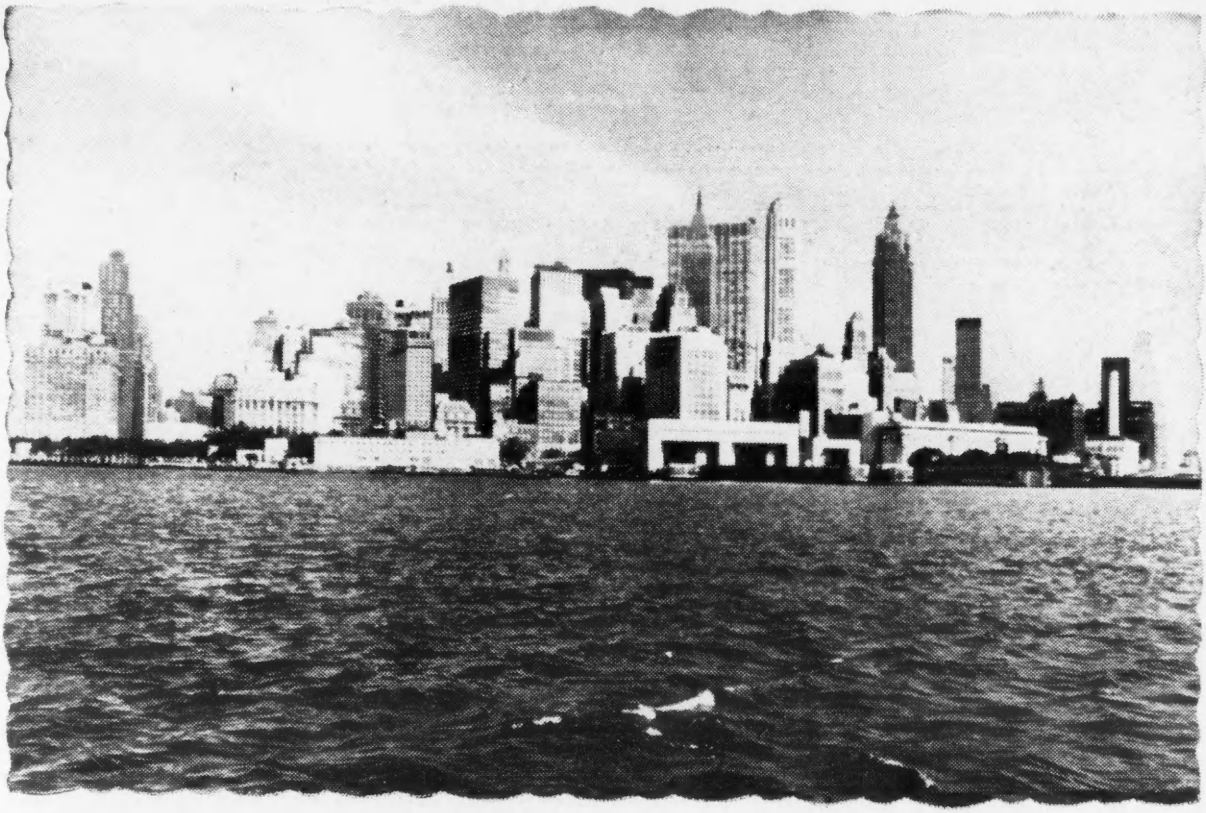

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TRADE WITH CENTRAL AND SOUTH AMERICA—4

Panama—The right time to tackle a promising market

By R. S. Scrivener, CMG, HM Ambassador, British Embassy, Panama City

Previous articles in this series have been: 'Costa Rica: small but rich in opportunities' (October 28 issue). 'Peru: the changing economy' (November 11). 'The Venezuelan economy and Anglo-Venezuelan trade' (December 2).

PANAMA WANTS TO do more business with Britain. Not only as part of her policy of seeking trading partners in Europe but because Panamanians believe in the quality of British products and British know-how.

A contract for the supply of two naval launches was followed recently by the award of a contract to an Anglo-German group for the construction of an oil pipeline to carry crude from the Pacific to the Atlantic across the Isthmus of Panama – a project worth £35 million. Bailey bridging to the value of £1 million has been arriving in Panama from Britain this year and repeat orders are expected. Joint ventures in the food and drink industry are under discussion, and there are opportunities for us also in such fields as sugar machinery and petro-chemical plant. ECGD signed in November a Financial Guarantee for an £8 million contract awarded to a British firm for cargo vessels. British firms are obviously becoming increasingly aware of the opportunities which Panama has to offer.

British consultants, too, are showing keen interest in Panama. The team which has been operating on an irrigation project in the Cocle plains, under the auspices of the Overseas Development Administration, has once again justified Panamanian confidence in the quality of British expertise. As a result, more British consultants are expected to be invited to work on other projects for Panama's economic development. A British firm of consulting engineers will probably be awarded a contract for a feasibility study for a new fishing port.

Such development has been neglected in the past. The present Panamanian administration is determined to put this right and is concentrating on expanding agricultural resources and the fishing industry. The United Kingdom already has a very strong position in the tractor market, but there should be increasing opportunities as well for supplying roadmaking and general agricultural equipment, food storing and processing plant, marine engines and port equipment. Other opportunities should emerge in connection with the Government's power generation programme, its plans for the expansion of the Colon Free Zone, and the recent discovery of large copper deposits.

Mr. J. C. C. Davies, Letraset Ltd., chairman, presented Senor J. M. Cambefort, managing director, Letraset de Latinoamerica SA, Panama, with a framed certificate in recognition of his contribution to achieving the Queen's Award to Industry 1970 *recently. During* 1969-70 *over one million sheets of Letraset graphic arts products were sold by Letraset de Latinoamerica SA.*

The Panamanian Tourist Board is encouraging more hotel development in the capital and at beach resorts along the Pacific coast, and the development of the international airport at Tocumen is scheduled to start next year at a cost of US $30 million, half of

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Because of increased postal charges the subscription rate to Trade and Industry *has been raised from* £6 18*s.* 6*d. to* £7 12*s. a year from January* 1, 1971. *The price of a single copy remains at* 2*s.*

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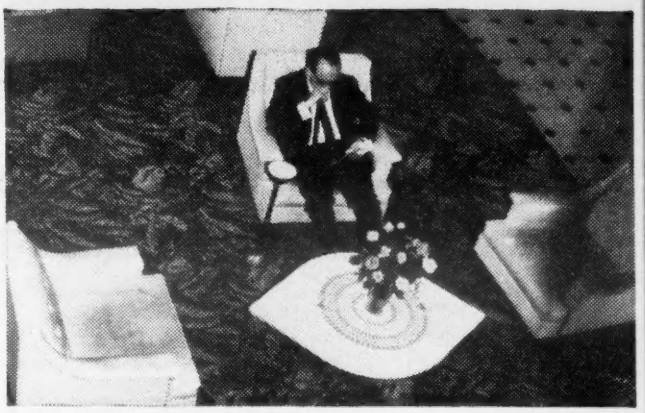
which may be financed through the World Bank.

Panamanian imports (including those into the Canal Zone and the Colon Free Zone) totalled some £175 million in 1969. The United Kingdom's share of Panamanian trade has so far been modest; indeed, less than that of our three main competitors from the European Common Market, to say nothing of the Americans and the Japanese. The interest shown by British consultants and Panama's interest in closer trading relations with us, however, make this the right time for more British firms to come in and tackle the Panamanian market.

The Free Zone

No article about Panama would be complete without a full reference to the opportunities which the Colon Free Zone offers to British businessmen trading not only with Panama but with the whole of Latin America. The Zone, which lies at the south-east corner of the town of Colon, the second largest in Panama, at the Atlantic end of the Panama Canal, has developed rapidly since it first began operating in 1953. It now has a turnover of nearly US $400 million a year. From 14 acres and 10 companies in 1953 the Free Zone is today a flourishing commercial enclave of 100 acres in which some 500 firms manufacture, assemble, store, package or exhibit their wares. Goods flow into the Free Zone daily from the 64 shipping lines that regularly service the Cristobal piers and the 28 scheduled airlines that transport international cargo to and from Tocumen Airport – 60 miles away but linked by a modern highway to the Free Zone.

Firms established in the Colon Free Zone can supply their customers in Latin America quickly and cut out the delay which is sometimes unavoidable when supplying from this side of the Atlantic. There are also tax incentives. A Free Zone company pays only 10 per cent of Panamanian income tax on profits earned on sales outside the Republic. Moreover a company manufacturing in the Colon Free Zone under a concession contract with the Panamanian Government pays no taxes on income derived from sales outside Panama. There are no municipal taxes, on goods entering or leaving the Free Zone, or stored therein, or on commercial operations carried on in the Zone. There are no taxes, either municipal or national, on invested capital, dividends or remittances abroad; nor is there any tax on capital gains when the property or securities sold have been owned for more than two years. Firms can build their own warehouses on land leased from the Zone, or lease an existing warehouse. There is also a public warehouse maintained by the Free Zone for smaller deposits. There are also management service firms in the Free Zone which is an autonomous agency of the Panamanian Government administered by a general manager and Board of Directors. The manager, Sr. Enrique Townshend, PO Box 1118, Colon, Republic of Panama, will be delighted to hear from any interested British firm.



The lobby of the Continental Hotel, Panama, showing on the floor a carpet made by John Crossley & Sons Ltd. of Halifax, in their Florence Axminster quality and Banana Leaf design. One hundred and seven square yards of this carpet were supplied as a replacement by Interiores Albert Heres, Panama.

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Mr. Grant speaks of greater prosperity through new investment measures

SCOTLAND IS IN the throes of a transformation as momentous as the first industrial revolution, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade said on December 7. Mr. Grant, opening a new whisky complex at Blythswood, near Renfrew, for International Distillers and Vintners Ltd., said the traditional Scottish industries – such as coal, iron and steel, shipbuilding, locomotive manufacture – were giving first place to newer ones typical of the 20th century – in particular mechanical and instrument engineering, electrical engineering and vehicle assembly.

'Because your older industries overall have reduced their labour force faster than newer ones have built up theirs the process of change is certainly not painless,' he said, 'everyone knows that despite new industry the problems are still massive and in West Central Scotland particularly so – since you have a high proportion of the older industries. I know that you are doing a lot to bring new firms to the area yourselves. East Kilbride and Cumbernauld are fine examples of what can be done in this respect. I hope that Irvine will be similarly successful. In this connection the launching of the "Scotland West" campaign by local authorities together with local industry is particularly encouraging.'

Regional imbalance

Mr. Grant continued, that the Government recognized clearly the very extensive structural changes in Scottish industry since the war and that current unemployment of 96,000 compared with 69,000 four years ago was socially intolerable and economically wasteful. The Government, he said, believed in the need for regional development policies and were determined to press ahead vigorously to secure permanent economic wellbeing in the less prosperous areas.

'The essence of the problem however', continued Mr. Grant, 'is that if we fail to achieve a reasonable rate of industrial expansion nationally then equally we shall fail to create new jobs on the scale we need to correct regional imbalance. When the national economy is buoyant local firms will expand and so provide additional employment. Equally there will be more mobile projects capable of coming to the development and intermediate areas.

'Our strategy is to give priority to policies for creating a more favourable investment climate and – equally important – to improve the actual quality of investment. We think that, when we get our national economy growing vigorously once again, we shall be far better placed to see new jobs created in areas where they are needed.'

Mr. Grant said that it was this overall strategy which lay behind the Chancellor's measures announced towards the end of October – the reduction of public expenditure, plus the changes in investment incentives which the Government judged to be essential to restore growth in the economy. These new measures had major advantages over the investment grant scheme.

'First, our investment incentives are profit-orientated. By this I mean that firms will benefit only insofar as their business is profitable. Therefore, the quality of investment will become higher.

'Second, our incentives allow more rapid write-off of equipment for tax purposes. This will encourage earlier replacement of existing assets with more advanced equipment, so improving productivity and technical competitiveness.

'Third, we are abolishing unjustified discrimination. As you know the old investment grants scheme discriminated strongly against services, public enterprise and assets used overseas.

'Fourthly, our new system is much simpler. It will save both industry and Government a considerable administrative and financial burden.

'Finally, the Chancellor's cut in corporation tax will improve post-tax profitability and cash flow on both new and existing investment.'

Review of regional policies

Mr. Grant referred to the Government's review of the various regional policy measures, aimed to ensure that needs were properly indentified and met by the most effective forms of assistance.

'The results of this review will be announced as soon as possible.' he said. 'Meanwhile we have announced increased assistance under the Local Employment Acts, which will link help more closely to the number of jobs created by qualifying projects. Other improvements under the same Acts will be an increase of 10 points in building grants to 35 per cent and 45 per cent, an increase in the administrative limits regulating the amount of assistance which can be made available in relation to the employment expected to be provided; more flexible use of powers to make loans under Section 4 of the 1960 Act; and wider use of powers for grants for basic services and derelict land clearance.

'To sum up, this Government is under no illusions about the serious nature of the problems which face Scotland and the Development Areas generally. In our regional and national policies we are trying to create the conditions in which the country as a whole can share in greater prosperity, by ensuring a fairer spread of economic and social opportunity throughout the country. Where difficulties are deep-seated, we are certainly not claiming the cure can be quick: but what we do intend to do is to ensure that policies are pursued which are really relevant to the needs of Scotland and to other areas of the United Kingdom.'

Errut Products Ltd. of Kingsbury, specialists in surface preparation and surface treatment equipment, held their first export conference and surface treatment symposium in Staveley recently. Errut's new diesel powered Conphalt concrete and asphalt saw is seen here being examined by (left to right) Y. L'Hostis (France), K. Ellingsen (Norway), E. S. Fairweather, managing director of Errut Products, L. Lesar (South Africa), E. Hoff (Denmark) and F. Toperczer (Austria). Errut announce that the conference resulted in numerous new export orders.

Exports

Mr. Grant, emphasizing the importance of a continuing growth of exports, said that a critical appraisal of the Department's export promotion was being made with the object of obtaining better value for money and effort.

'We intend to put an overall ceiling on export promotion spending, first of all. The help we offer will become more selective. We are also looking at ways in which promotional activities can be more closely co-ordinated; how for instance missions, fairs, trade drives, British Weeks may be used together to strengthen the impact they each make.

'We intend to continue to consult closely with industry before we come to firm conclusions on our export services and we think the end results will benefit industry as well as the taxpayer.'

In conclusion Mr. Grant paid tribute to the energy and success of Scottish exporters. Whisky exports were running at over £170 million a year – our biggest single dollar earner, and the trend had been rising on average by about 10 per cent a year for over a decade.

'In view of our negotiations to enter the European Communities, it is promising that our second largest whisky market is France,' he said. 'There will obviously be great opportunities for the industry if we do join the Community arising from the enlargement of the "home market" provided the difficulties to which the industry has already drawn our attention can be overcome.'

Review of liquor licensing law

A DETAILED AND wide ranging review of the law on liquor licensing in England and Wales is to be carried out by an independent Committee of Inquiry, it was announced by Mr. Reginald Maudling, the Home Secretary, on December 8, in reply to a Question in the House of Commons.

Lord Erroll, deputy chairman of the Decimal Currency Board, is to be chairman. Other members of the Committee will be named later.

In announcing the setting up of the inquiry the Home Secretary said: 'I have long thought that the law on liquor licensing in England and Wales was archaic and in need of a thorough overhaul to meet modern conditions. There appears to be growing support for the view that the time is ripe for changes. However, while there is support for reform there are widely differing views as to the form this should take. In view of this and of the desirability in a matter of such public interest of ensuring that all concerned have been able to make their views known before new legislation is introduced, I have decided to appoint an independent committee of inquiry.'

The Committee's terms of reference will be: 'To review the liquor licensing laws of England and Wales taking account of the changes recommended by the Monopolies Commission, and of any other changes that may be proposed, and to make recommendations.'

The Secretary of State for Scotland also announced in the Commons on the same day the setting up of a separate and parallel Committee of Inquiry to examine the system of liquor licensing in Scotland. There will be close liaison between the two Committees.

The last new legislation on the subject was the Licensing Act 1961, now consolidated in the Licensing Act 1964. Any major changes in the law could be expected to have important social implications. The Committee's terms of reference are purposely wide so that they may review the whole of the licensing law, examine the social and economic implications of the present law and of any proposals for change, and determine what will be in the best interests of the public.

Particular issues which the Committee can be expected to consider include the hours during which licensed premises are permitted to open; the circumstances in which children and young people are allowed access to places where drink is sold; the nature and powers of the licensing authority; and the operation of the licensing machinery.

The Committee will not however consider the present arrangements for Sunday opening in Wales.

It is not intended that the Committee should cover the same ground as the Monopolies Commission. In their report last year on the supply of beer, the Monopolies Commission found that in conditions of restricted competition resulting from the present law, the brewers' tied-house system has effects which operated and might be expected to operate against the public interest. They recommended that the licensing system in England and Wales should be substantially relaxed to allow the sale of alcoholic drinks for consumption on or off the premises by any retailer whose character and premises satisfy certain minimum standards. The Commission however, took no evidence on the possible social consequences of increasing the number of outlets for the sale of drink. These would clearly have to be assessed before any change in the law could be decided on.

Mr. Anthony Grant visits Poole and Bournemouth

MR. ANTHONY GRANT, Parliamentary Under-Secretary of State of Trade, visited the Poole and Bournemouth area on December 15. Mr. Grant is the Minister responsible for export promotion and for regional policy. This was one of a series of regional visits which Mr. Grant is making to meet representatives of industry, trade and commerce. He was accompanied by Mr. A. D. Peck, Second Secretary responsible for export services, and Mr. C. G. Cruickshank, Regional Director (Exports) for the Department.

In the morning Mr. Grant toured the works of J. & S. Sieger Ltd. and Hamworthy Engineering Co. Ltd., at Poole. In the afternoon he visited Southern Ocean Shipyard Ltd., and the warehouse and factory of Max Factor & Co. at Bournemouth.

Mr. Ridley's statement on Monopolies Commission report on beer

MR. NICHOLAS RIDLEY, Parliamentary Under-Secretary of State for Industry, speaking in Parliament on December 9, made the following statement in reply to a Question on the action to be taken following the Monopolies Commission Report on the supply of beer:

'The Commission's sole recommendation was that the licensing laws in England and Wales should be substantially relaxed, with the general objective of permitting the sale of alcoholic drinks, for on or off consumption, by any retailer whose character and premises satisfied certain minimum standards. The Departmental Committee of inquiry into the liquor licensing laws in England and Wales, whose establishment my rt. hon. Friend the Home Secretary has just announced, will examine the social implications of the Commission's recommendation.

'Meanwhile, I am particularly concerned about places where a large proportion of the licensed premises is owned by the same brewer, and have asked the brewers for information and for proposals to widen the choice available to the public. The Brewers' Society have informed me that they are conducting a study of the matter and will send me the results in due course. I shall keep a watch on the situation and it will remain open to me to take further action, if I am not satisfied with the progress being made. Finally, I would draw my hon. Friend's attention to a statement issued by the Brewers' Society which describes some of the steps which the brewers are themselves taking to meet points of criticism made by the Monopolies Commission.'

Sir John Eden on Government review of steel industry

ADDRESSING the British Independent Steel Producers Association lunch at the Hyde Park Hotel, London, on December 9, Sir John Eden, Minister for Industry, Department of Trade and Industry quoted from Sir Ronald Edwards' Royal Society of Arts lecture: 'Competition is the enemy of complacency. The ability to turn to an alternative supply, to take the custom elsewhere, is worth a thousand times more than all the consumer councils, letters to chairmen, MPs and Ministers,' Sir John continued: 'It is this same belief, this conviction that, with proper regulation, the forces of competition can bring greater benefit than any artificial or contrived system, that has inspired this Government in its approach to our industrial problems. Over recent years we have witnessed the encroachment of Government into activities for which it is wholly unsuited. We have seen it increasingly wresting the power of decision from those better placed to take it.

'We mean to reverse this trend. And a start has already been made. It is not, obviously, something that can be achieved overnight. The process will extend over the whole of the lifetime of this Parliament and far beyond, affecting every aspect of the relationship between Government and industry – both private sector and public. It is for these reasons that we are now studying some of our key nationalized industries.

'It is well known that the Government is engaged in a review of the steel industry. We have a duty to ensure that the framework set by the Government for the steel industry is sound and enables all parts of the industry to operate on commercial lines. We have made it clear that we want to encourage competition and to further the participation of private capital in the public sector wherever it is possible and sensible to do so. We must also recognize the realities of the growing international challenge which require that the development of major investment projects in the British industry proceed without delay so that it is well placed to increase its share of world markets.

'These are big objectives, in the best interests of the country, which will take time to realize. Our review is still only at a preliminary stage. So far we have had the benefit of a broad exchange of views with the BSC, with the independent sector and with a representative selection of the industry's customers. I understand the desire for an early end to any uncertainty about the future, but these are enormously complex matters which deserve the most careful and thorough considerations. We are not going to be rushed into any premature announcement. There is too much at stake. And there is too much work still to be done. As it proceeds we shall increasingly bring into detailed discussions with us not only the BSC and BISPA, but also the industry's unions and other interested parties. These discussions will help, I am sure, to set the industry on the right course.'

Mr. Davies speaks on nationalized industries

MR. JOHN DAVIES, Secretary of State for Trade and Industry, spoke on Government policy regarding the nationalized industries on December 7. Mr. Davies who was speaking at the 'Businessman of the Year' luncheon in London said that the Government's concern was that the nationalized industries did not have to meet the challenge of private business in two important respects. In most cases they did not face direct competition across the whole field of their activities, and they did not have to compete for the funds they invest. 'I am certainly not saying that as a result they are either indifferent to economy in costs or negligent in reviewing most critically the investment programmes for which they are responsible,' he said. 'What I do is that the absence of these disciplines is a cause of excessive public scrutiny of their activities with consequent and troublesome limitations upon their business initiative. My hope is that by careful appreciation of their special problems and structure it may prove possible to introduce these disciplines wholly or partly into their affairs.

'Some people would have you believe that one formula available to us for attaining this end is to find out what parts of these businesses are or could be profitable and to dispose of them in short order for the best price attainable. That is nonsense. There are many ways of bringing the disciplines of which I have spoken to bear upon the public sector without resorting to such violent remedies and an infinite variety of methods for inter-involvement between public and private sector. The Government by no means intends to clip its own wings by settling for such a crude and ill-thought out liquidation of national assets. Despite any amount of harassment and obloquy from its opponents it means to do precisely what it has already intimated in the Coal Bill which had its second reading last week. Namely, to scrutinise carefully the constituents of which the nationalized industries are made up; to clarify the basis upon which those constituents are currently trading and the true results arising therefrom; to consider with all the interested parties the best way of ensuring that these activities are carried out with a view to maximum success whether wholly as nationally-owned enterprises or wholly as privately owned or by some one of the many available joint venture systems between the two extremes; and finally to move towards these optimum arrangements as quickly as circumstances allow.'

'EFTA Bulletin' looks at the EEC negotiations

IMPORTANT ARTICLES in the December issue of the EFTA *Bulletin* outline the position of the three EFTA candidate countries vis a vis the EEC. A diary showing the main course of events in the negotiations since mid-October is included and the text of the communique issued after the November EFTA Ministerial meeting which discussed prospects for European integration is also reproduced in the latest issue.

Other features include an examination of Madeira and the Azores in the setting of EFTA and a report of work in the EFTA Economic Development Committee. A record of the new import regime for certain processed foodstuffs entering Austria and Switzerland also appears.

Copies of the December *EFTA Bulletin* can be obtained free of charge from the EFTA Information Centre, DTI, 1 Victoria Street London, S.W.1 (Tel. 01-22 7877, Ext. 2479/80).

BIM seminars on management ratios and interfirm comparison

THE BRITISH Institute of Management is to hold one-day seminars on the subject of management ratios and interfirm comparison at the Connaught Rooms, Great Queen Street, London, W.C.2 on January 13, 1971 and at the University Arms Hotel, Cambridge, on January 19, 1971. The aim is to show how management ratios can be used to give top management a clearer appreciation of their organization. It will cover such questions as the advantages of using ratios; how to select meaningful ratios and how they can be used.

Further information and application forms may be obtained from The Southern Regional Manager, BIM, Management House, Parker Street, London, WC2B 5PT.

New financial assistance for tourist projects in development areas

THE GOVERNMENT will allocate £1 million for tourist projects in the Development Areas. This was announced by Mr. John Davies, Secretary of State for Trade and Industry, in answer to a Parliamentary Question.

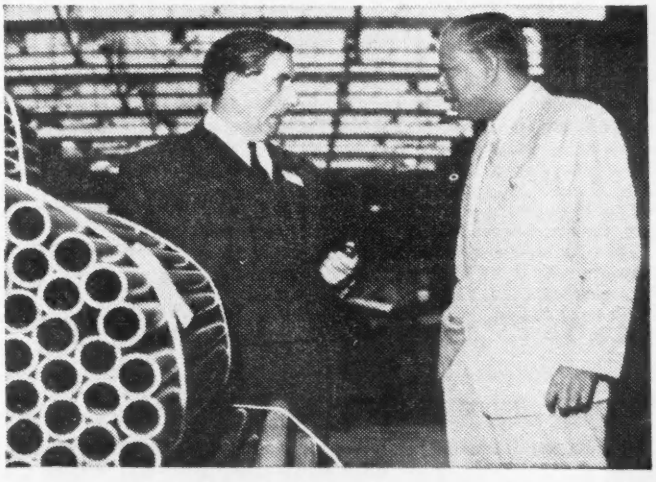
'The Government's measures to help the Development Areas,' he said, 'will include the provision of funds for the selective assistance to individual tourist projects in those areas under the provisions of Section 4 of the Development of Tourism Act 1969. The national Tourist Boards will be responsible for the administration of this form of assistance. Subject to Parliamentary approval £1 million will be provided annually for this purpose. For the first year, 1971-72, I have agreed with my right hon. Friends, the Secretaries of State for Scotland and Wales, that the allocations should be: £500,000 to the English Tourist Board; £300,000 to the Scottish Tourist Board; £200,000 to the Wales Tourist Board.'

Section 4 of the Development of Tourism Act 1969 gives a Tourist Board power to give financial assistance to any project which will provide or improve tourist amenities and facilities in the country for which it is responsible. It will be for each Tourist Board to decide which projects would qualify for this assistance.

Hampshire printing firm will provide 30 jobs for Bedwas

MR. PETER THOMAS, Secretary of State for Wales, announced on December 9, that Verstages of Basingstoke, Hants, are building a new factory of 20,000 sq. ft. on a site of approximately three acres at Bedwas, Mon. Verstages are an old-established firm of paper makers, wholesalers and manufacturing stationers and printers employing 120 people at their plant at Basingstoke. They produce work for HMSO and county authorities and undertake good quality letterpress and lithographic printing.

The firm are opening a new factory at Bedwas and building work has already commenced to take advantage of the Government's policies for industrial expansion in the Development Areas. When the first phase becomes operational early next year, the factory will employ about 30 people, half of whom will be men.



A member of Lok Saba, the Indian National Parliament – Mr. K. Rajaram (right) – pictured at the Washington, Co. Durham factory of Tube Products Ltd., a TI Steel Tube Division company, where a £2 million expansion scheme is in progress which will double welded tube capacity. During his visit Mr. Rajaram was shown the company's tube manufacturing facilities by Mr. G. Cartwright (left) works manager.

Consideration of mergers by the DTI

MR. JOHN DAVIES, Secretary of State for Trade and Industry has announced that on the information at present before him it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

(1) Proposed merger of Celloglas Ltd. and Dispro Ltd.
(2) Proposed acquisition by Shipping Industrial Holdings Ltd., of Dene Shipping Ltd.
(3) Proposed merger of the UK interests of CIBA Ltd. and Geigy FA.

Exporting to the Middle East

'BUSINESS AS USUAL' was the message taken away by delegates to a conference entitled 'Exporting to the Middle East,' held at Farnham Castle from November 30 to December 2.

Organized by the BNEC Committee for Middle East Trade, in conjunction with the Overseas Service College, the conference comprised 23 delegates, plus expert speakers drawn from industry, banking, the Diplomatic Service and Government departments.

Subject ranged over the political-economic background of many countries in the Middle East, financing and ECGD coverage for major capital projects, consultancy and contracting, consumer goods promotions and trade missions.

Mr. C. M. Le Quesne, British Ambassador to Algeria, stressed the growing potential for British exporters of capital goods presented by the new Algerian Government's Four-Year Development Plan. The main customers in Algeria, he said, were the government itself and the various State enterprises, but it was vital for business men to visit the country and familiarize themselves with the methods of doing business there.

In summing up, the chairman, Sir Harold Beeley, former Ambassador to Cairo, said it appeared there were growing markets in a number of Middle East countries, plus an abundance of goodwill toward British business men and British products.

The keynote, Sir Harold said, was personal contact and a greater effort by British exporters would bring rich rewards.

The Import Duties (Temporary Exemptions) (No. 11) Order 1970

THE TREASURY has made the Import Duties (Temporary Exemptions No. 11) Order, 1970 (SI 1970 No. 1819).

This Order provides that the goods listed in Schedule 1 shall be exempt, or shall continue to be exempt, from import duty until January 1, 1972, except for items for which an earlier day is specified. Descriptions of goods which were not exempt at the date of this Order are marked*.

Some goods, the exemption of which is continued by this Order, appear under a modified description. These items are marked †.

Two items viz. 'Methyl α-D-xyloside and Methyl β-D-xyloside' which were previously classified in 29.43 are now reclassified in 29.10 following a Classification Opinion of the Customs Co-operation Council and are marked ††.

The Order also continues until July 1, 1971 the partial exemption for photographic film base of cellulose acetate.

The Order comes into operation on January 1, 1971, and has been published as Statutory Instrument 1970 No. 1819.

Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1 and branches (price 6s.) or by post from HMSO, PO Box 569, London, S.E.1 (price 6s. 4d.).

New advance factory at Bodmin

THE ENGLISH Industrial Estates Corporation has announced that a contract worth about £60,000 had been awarded to Dudley Coles Ltd., of Plymouth, for the construction of a 10,000 sq. ft. advance factory on the Walker Lines Industrial Estate, Bodmin. Work has just been started and the factory should be ready for occupation in August 1971.

A factory of this size would normally give employment to about 40 people.

Import duty on unsweetened canned pears to be temporarily reduced

THE FULL and EFTA rates of import duty on unsweetened canned pears are being reduced on January 1, 1971 from 15 per cent to 5 per cent for a period of six months.

This is being brought into effect by the Import Duties (Temporary Reductions) Order 1970 (SI 1970 No. 1817). Copies of the Order are available from HMSO, 49 High Holborn, London, WC1 and branches (price 5d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 9d.).

Notes:

This temporary reduction follows an application for removal of the 15 per cent duty. No decision has yet been taken on the permanent level.

The existing 15 per cent duty (chargeable in full until December 31, 1970 inclusive) is the full and EFTA rate of duty on unsweetened canned pears classifiable to tariff sub-heading 20.06(L)(2). Imports from the Commonwealth Preference Area continue to be free of duty.

The Order reduces the import duty on canned pears, pear pulp and puree, unsweetened. These pears are used mainly in the production of fruit salad, and puree in the production of baby foods.

Total imports of unsweetened canned pears and pear pulp amounted to 932 tons (£89,000) in 1969 of which 544 tons (£55,000) came from Italy. Imports in the period January-October 1970 were 1,214 tons (£128,000) of which 1,037 tons (£109,000) were from Italy.

The possibility of extending the temporary reduction for a further period after the end of June will be considered before expiry of the initial period. A decision on the permanent rate of duty will be taken subsequently in the light of experience and the considerations already put before the Department during their investigation of the application.

Allocation of DTI advance factory at Aberdare

MR. PETER THOMAS, Secretary of State for Wales, announced on December 9 that the Department of Trade and Industry advance factory of 25,000 sq. ft. at Robertstown, Aberdare, Glam., has been allocated to Alfreton Hosiery Ltd. of Boreham Wood, Herts.

Alfreton Hosiery Ltd. are part of the Alicia Group of companies which comprises Alicia Hosiery Ltd. manufacturers of ladies' fashion tights; Elstree Knitting Mills Ltd., who manufacture double knit fabrics for ladies' outerwear; Alfreton Dyeworks Ltd., hosiery dyers and finishers and Mayfair Marketing Co. Ltd., distributors to supermarkets including Fine Fare Ltd. The Group currently employs about 250 people, mainly at Boreham Wood, and has a combined tournover in excess of £3 million a year.

The Alicia Group is embarking upon a major expansion programme which, when completed by the end of 1971, will double its current output of fashion tights – particularly those sold under its own brand name, Carnaby Girl – and also its output of double knit fabrics which is sold exclusively to overseas markets. The Group has recently established a new company in Canada, in order to increase its exports to the North American market and the new factory at Aberdare will be utilized to ensure that supplies of double knit fabric will be available to sustain the major selling campaign which Alicia will shortly initiate in that market.

Recruitment of a nucleus labour force will start almost immediately and when the factory is fully operational a total of 100 people, of whom 75 will be men, will be employed. The Alicia Group have in mind a further and significant expansion of the labour force in the longer term as other outlets, both at home and abroad, are developed.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page xix of August 19 issue of the* Board of Trade Journal.

Special review of certain temporary exemptions from import duty

THE DEPARTMENT of Trade and Industry, Tariff Division, announced on August 26, 1970 that they were undertaking a special review of these temporary exemptions (which were set out in list A) on which the notional full rate ofimport duty was currently below 20 per cent *ad valorem*, which appeared on the current exemptions list and which were exempted for the first time in 1965 or earlier.

Interested parties may wish to know that as a result of this review the following temporary exemptions will be terminated as from January 1, 1971.

Tariff Heading	Description of Goods
28.13	Hydrogen bromide anhydrous
28.30	Ferric chloride, analytical reagent quality
	Ferrous chloride, analytical reagent quality
28.47	Calcium dichromate
	Sodium antimonate
28.48	*tri*Aluminium sodium tetradecahydrogen octaorthophosphate
28.58	Cyanogen bromide
	Lithamide
29.01	**iso*Butylbenzene
	**pseudo*Cumene
	**Cyclo-octa-1, 3-diene
	**Cyclo-octa-1, 5-diene
	**Cyclopentane
	**p*-Cymene
	**Decahydronaphthalene
	**n*-Decane
	**n*-Dec-1-ene
	**3, 3'-Dimethylbiphenol
	**1, 2-Dimethylcyclohexane
	**1, 6-Dimethylnaphthalene
	**n*-Dodecane
	**n*-Dodec-1-ene
	**n*-Dodecylbenzene
	**n*-Hept-1-ene
	**n*-Hept-2-ene
	**n*-Hept-3-ene
	**n*-Hept-1-yne
	**n*-Hexadecane
	**n*-Hexadec-1-ene
	**Humulene*
	**Indane*
	**Isoprene*
	**Mesitylene*
	**2-Methylbut-2-ene*
	**1-Methylcycloheptene*
	**Methylcyclohexane*
	**4-Methylcyclohexene*
	**Methylcyclopentane*
	**1-Methylcyclopentene*
	**1-Methylnapthalene*
	**2-Methylpent-1-ene*
	**4-Methylpent-1-ene*
	**(+)-4-Methylpent-2-ene*
	**Methylstyrene, mixed isomers*
	**Myrcene*
	**Nona-1, 8-diyne*
	**n*-Octadec-1-ene
	**n*-Oct-1-ene
	**n*-Oct-2-ene
	**n*-Oct-4-yne
	**n*-Penta-1, 3-diene
	**n*-Pent-1-yene
	**Phellandrene*
	**Phenylacetylene*
	**β-Santalene*
	**Squalane*
	**Squalene*
	**n*-Tetradecane
	**n*-Tetradec-1ene
	**1, 2, 3, 4-Tetrahydronaphthalene*
	**n*-Tridecane
	**2, 2, 4-Trimethylpentane*
	**o*-Xylene
	**m*-Xylene
29.23	Glycine
29.36	Acetohexamide
	4-Acetylbenzenesulphonamide
	4-Amino-*N*-ethyl-*N*-(2-methanesulphonamidoethyl)-*m*-toluidine sesquisulphate(−NH$_2$ at 1)
	Benzthiazide
	3-Chloro-6-sulphanilamidopyridazine
	Chlorpropamide
	Clopamide
	Cyclopenthiazide
	Cyclothiazide
	Dichlorphenamide
	Ethiazide
	Ethyl 4-acetylbenzenesulphonylcarbamate
	N-Ethyl-*p*-toluidine-3-sulphonanilide (−NH2 at 1)
	Methyclothiazide
	3-Methyl-1-phenyl-5-sulphanilamidopyrazole
	Polythiazide
	Probenecid
	Quinethazone
	Sulphadimethoxine
	Sulphamerazine
	Sulphamethoxazole
	Sulphormethoxine
	Teclothiazide potassium
	Thioproperazine dimesylate
29.40	Urokinase
29.43	Sucrose benzoate having a benzoyl content of not less than 80 per cent by weight calculated as benzoic acid
29.44	Bacitracin methylenedisalicylate
	Calcium amphomycin
	Capreomycin disulphate
	Chloramphenicol 3-cinnamate
	Chloramphenicol sodium succinate
	Colistin sulphate
	Colistin sulphomethate sodium
	Diethanolammonium fusidate
	3-[2-(3, 5-Dimethyl-2-oxocyclohexyl)-2-hydroxyethyl]glutarimide
	Erythromycin glucoheptonate
	Framycetin sulphate
	Fumagilin
	Fusafungin
	Gramicidin
	Hygromycin B
	Kanamycin sulphates
	Kojic acid
	Methacycline
	Methacycline hydrochloride
	Oleandomycin *mono*phosphate
	Paromomycin
	Spiramycin
	Thiostrepton
	Triacetyloleandomycin
	Tyrothricin
	Viomycin pantothenate sulphate
	Xanthocillin
32.07	Preparations consisting of titanium dioxide dispersed in nylon 6, containing not less than 18 per cent by weight and not more than 22 per cent by weight of titanium dioxide
35.04	Protein substances of which, when 20 grammes are shaken for 2 hours at 20° centigrade with ethanol of a strength of 90 per cent by volume, not more than 0·2 millilitre remains undissolved
38.03	Activated carbon, not being of animal origin, which, in the form in which it is imported, on subjection to extraction with acetic acid of a strength of 30 per cent by weight at 50° centigrade for 30 minutes, yields (a) a total of extractable solids which, when dried at 105° centigrade, does not exceed 0·2 per cent by weight of the material and (b) extractable phosphate, which, expressed in terms of phosphorus pentoxide, does not exceed 50 parts per million by weight of the material
38.19	Mixed alkenylsuccinic anhydrides having a saponification value of not less than 505
	Mixed alkyl selenides containing not less than 14 per cent by weight and not more than 21 per cent by weight of combined selenium
	Poly-(3, 4-diacetyl-5-thiothien-2-yl) which on ignition yields not more than 10 per cent by weight of ash
	Polyglyoxal
	Prepared catalysts consisting of phosphoric acids and siliceous earth and containing not less than 55 per cent by weight and not more than 70 per cent by weight of phosphates calculated as P_2O_5
	Prepared catalysts which in the dry state contain not less that 5 per cent by weight of nickel compounds calculated as Ni and not less than 50 per cent by weight of phosphate calculated as PO_4
39.01	Phenoxy resins, not plasticized or otherwise compounded, being thermoplastic polyaddition products of 2,2-di-(4-hydroxyphenyl)propane and 1-chlorlo-2, 3-epoxypropane and having an epoxide content of less than 0·8 per cent by weight calculated as ethylene oxide
	Polynoxylin

* These goods remain liable to hydrocarbon oil duty

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Applications for reimposition of import duty

THE DEPARTMENT of Trade and Industry, Tariff Division, announced on August 26, 1970 that they were reviewing all temporary exemptions from import duty (mainly chemicals) due to expire at the beginning of January, 1971. Interested parties may wish to note that of the 54 applications for reimposition of import duty published during this review, 39 items will be restored to duty on January 1, 1971, nine applications were later withdrawn and the remaining six items have been recommended for extension for shorter periods than 12 months.

Details of these items are listed below:

Tariff Heading	Description	Reference
	Restorations	
28.28	Vanadium pentoxide	13495
28.43	Cuprous potassium cyanide	13211
29.04	Tridecyl alcohol, mixed isomers	6996
29.05	3-Nitrobenzyl alcohol	11317
	4-Nitrobenzyl alcohol	11319
29.06	2-Naphthol	13034
29.07	Sodium 2,4,5-trichlorophenoxide	13309
	Hexachlorophane	11449
	3-Trifluoromethylphenol	11410
29.08	2-Phenoxyethanol	10597
29.13	Acetovanillone	11320
	6α-Fluoro-11β, 21 dihydroxy-16α-methylpregn-4-ene-3,20-dione	6487
	Flumethasone	6958
	Fluorenone	11323
29.14	2-Chlorocinnamic acid	11322
29.15	Fumaric acid	10811
	Tetrabromophthalic anhydride	6473
29.16	m-Coumaric acid	11321
	3,5-Dimethoxybenzoic acid	11324
	4-Hydroxy-3,5-dimethoxycinnamic acid	6566
	Shikimic acid	11316
29.19	Tri-(2,3-dibromopropyl)phosphate 2,3-dibromlpropanol	10749
29.22	Di-(4-aminocyclohexyl)methane	13259
	Diaminoethane hydrate	11437
	NN-Diethylaniline	6838
	N-Methyl-4-nitroaniline	13292
	4-Nitrosodiphenylamine	13378
	N-iso-Propylaniline	13350
	Tri-n-butylamine	4598
	Tri(nonafluoro-*n*-butyl)amine	13320

Tariff Heading	Description	Reference
29.23	Acetaldehyde ammonia	13200
	Di-(2-Hydroxy-n-propyl)amine	11067
	N-Ethyl-*N*-2-hydroxyethyl-*m*-toluidine	6859
29.25	3,5-Dinitro-*o*-tolnamide (-$CONH_2$ at 1)	13286
	Pivalamide	5198
	Tetramethylurea	6939
29.27	Acrylonitrite	10901
29.32	Sodium hydrogen *p*-arsanilate	13088
29.35	Thiophen	6760
	Withdrawn	
29.14	Biphenyl-4-carboxylic acid	3806
	N-Propyl acetate	10906
29.31	Di-(4-hydroxyphenyl) sulphone having a melting point not less than 236° centigrade	6829
	Diphenyl sulphone	11145
29.35	1,6-Hexanolactam	11411
	Gamma Butyrolactone	5897
	Brompheniramine hydrogen maleate	13112
	Mixed alkyl substituted benzenesulphonic acids having an acid value not greater than 125	6584
	Tetrahydrofurfuryl alcohol	5895
	Extended until March 4	
29.06	3, 5-Xylenol	7963
29.14	Undec-10-enoic acid	11021
29.15	Oxalic acid	278
	Extended until May 4	
29.22	Cyclohexylamine	13503
	Extended until July 1	
29.13	Indanetrione hydrate	13079
	4-Nitroaniline	6210

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Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
January 5-6	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham)	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)

Bedford fire tenders; Coventry Climax featherwight pumps; fork lift trucks; oxy-acetylene welding and cutting sets; fire fighting equipment including fire suction hose, firemen's axes, salvage sheets, hose bandage, canvas buckets, haversack and pack supporting straps, aluminium extending ladders, etc.; large quantity of hand tools; machine tools; ball and roller bearings; wireless, telegraph and electronic equipment; cameras and photographic equipment; telescopes; binoculars; pocket and stop watches; wrist watches; clocks; compasses; large quantity of paint; clothing and textiles including, greatcoats; trousers, blouses, shirts, white and coloured blankets, bedspreads, curtains, mixed rags, carpets, rugs, mats, etc.; tyres and inner tubes; kitchen utensils; tableware; office and household furniture and numerous effects; also 180 PLASTIC SHEETS 160 ft. by 90 ft. by 0·014 in. FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN WOODEN CASES.

January 12-14	Heavy duty and road making plant, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272)

Heavy duty trucks by AEC and Leyland; Scammell breakdown trucks; excavators; mobile cranes; fork lift trucks; graders; dumpers; angledozers; agricultural tractors; hydraulic tippers; trailers various; refuellers; coaches; Mini Minors; Minibuses; Travellers; Bedford Utilecons; various makes of vans; Land Rovers; Ford Zephyrs; Anglias; Hillman Huskys; Austin saloons; Vauxhall Victors; Humber Hawks, etc.; motor cycles.

January 20-21	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford (Tel. 0432 4366)

Bedford fire tenders; Coventry Climax fire pumps; generating sets; telegraph, wireless and electronic equipment including, electric motors, wireless receivers, electronic valves, signal generators, capacitors, dynamotors; transformers, electric cable, etc.; machine tools; garage test equipment; aircraft spares; steel cable drums; first aid, lighting and firefighting equipment; manila and sisal rope; rubber knee boots; ankle boots; vests, drawers; cotton fabric; household and office furniture; wooden boxes and cases; large quantity of paint, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

DEPARTMENT OF TRADE AND INDUSTRY

SHIP FOR SALE

Offers are invited for the purchase of the undermentioned tug 'as lying' at Great Harbour, Greenock:

'**Bombshell**', Steel, built 1945. G.T. 56. N.T. non-towing 17·9 tons and towing 1·8 tons. Length (B.P.) 66 ft., breadth (mld.) 18 ft. 6 in., depth (mld.) 8ft. 6 in. Light displacement 101 tons. Engine: Single screw, diesel, by Newbury Diesel Co. Ltd., Newbury, Berks. BHP normal 350, maximum 385.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London, S.W.1 (Tel. 01-222 7060, Ext. 26).

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "BOMBSHELL" ' and must be received not later than **noon** on January 14, 1971.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

Lloyd International Airways lose appeal against ATLB decision

THE DEPARTMENT of Trade and Industry have dismissed an appeal by Lloyd International Airways against the Air Transport Licensing Board's refusal of the company's application for a special Class E licence which would have included a service wider in scope than is normally authorized in such licences.

Class E licences, which are granted on an annual basis to most United Kingdom operators, permit the operation of various 'ad hoc' services without the need for the operator to seek specific approval for each flight or series of flights.

Lloyd were seeking relaxation of the stardard conditions governing flights to, or from, the United Kingdom which permit the carriage of freight for up to four consignors on the same flight, or the carriage together of passengers from two groups, but which preclude the mixing of freight and passengers or passengers of different kinds on the same flight.

Lloyd proposed the removal of the restrictions on the number of freight consignors and sought authority to mix freight, ships' crews, and passengers from groups on flights between Europe and the Far East.

The Department's decision is in accordance with the recommendations of Sir Algernon Rumbold, the Commissioner who heard the appeal.

Copies of the Department's Order and the Commissioner's Report are available on request from the Department of Trade and Industry CA1(2)A, Room 282, Shell Mex House, Strand, London, W.C.2.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, DECEMBER 4

Exports of motor cars

The following information was given by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, in answer to a question on the present percentage level of the tariff on motor cars exported from Great Britain to France and from France to Great Britain; what the levels would be on January 1, 1972 and what the levels were in 1965, 1960 and 1955, respectively.

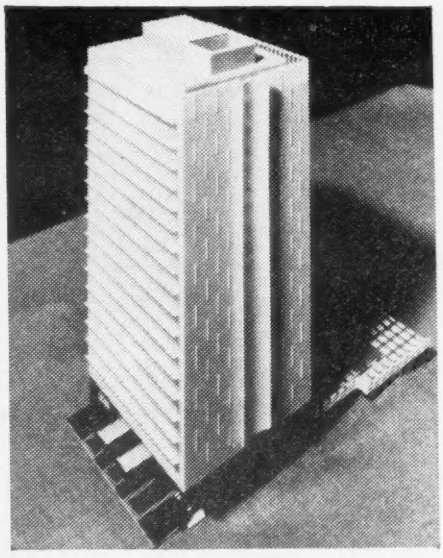
		1955	1960	1965	1970	January 1 1972
		Per cent	Per cent	Per cent	Per cent	Per cent
Duties on motor cars	Imported into the United Kingdom from France	33⅓	30	25½	15	11
Duties on motor cars	Imported into France from the United Kingdom	30	30	25·2	15·4	11

The duties on imports into France are those on motor cars with spark-ignition compression-ignition engines; the duties on other cars are slightly different.

Abernant Colliery

Mr. Grant was asked what help his department would give to the National Coal Board, in the form of incentives, to establish the smokeless fuel plant at Abernant Colliery, in the Pontardawe special development district of the Gower constituency, for which planning consent had already been given. He replied that the project could be considered in the light of the normal criteria for assistance under the Local Employment Acts.

20-STOREY OFFICE BLOCK FOR WESTERN AUSTRALIA



A model of a 20-storey office block being built in Western Australia by T. P. Bennett & Son, London Architects. Sir David Brand, Western Australia's Premier, will open the building in March. It will be the highest in the State. Precast fins and hoods act as sun shields and reduce air-conditioning costs.

MONDAY, DECEMBER 7

Exemption limits for idc's

Mr. John Davies, Secretary of State for Trade and Industry, was asked whether he had completed his consideration of exemption limits for industrial development certificates. He said: 'I propose to raise the exemption limits from 5,000 sq. ft. to 10,000 sq. ft., except in the Eastern, London and South Eastern and East and West Midlands Regions where the limits will be raised from 3,000 sq. ft. to 5,000 sq. ft.

'Freeing these small buildings from the Industrial Development Certificate control will ease the administrative burden on industry and on Government without significantly affecting the movement of industry to the development and intermediate areas. The Industrial Development Certificate system remains an essential element in the Government's regional policies, and will continue to be used to persuade firms to provide employment in areas where industrial development is needed to restrain demand on resources in areas where they are scarce. I will be laying the necessary Order before the House shortly.'

Sales of footwear to EEC

A Member asked for information giving details to show to what extent British manufacturers of footwear would benefit or suffer if we were to gain admission into the European Economic Community on any present known terms as now operating within the Six. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, answered: 'Detailed information is not readily available, but British footwear manufacturers in general see advantages for them in our joining the European Economic Community and welcome the prospect.'

Exports to EEC

Mr. Michael Noble, Minister for Trade, was asked what percentage of British exports by value he estimated would be sold in the European Economic Community in 1981-82 on the basis that the United Kingdom did not join the Community, and what percentage in the Commonwealth on the basis that preferences remained unchanged, assuming in both cases that the trend of the last 10 years continued.

'I prefer not to make estimates on such uncertain assumptions,' replied Mr. Noble. 'In the last 10 years exports to the EEC rose considerably faster than exports to the Commonwealth. Since each market now accounts for a similar share of our total exports, it seems likely that by 1981-82 exports to the EEC will account for a much greater share than exports to the Commonwealth.'

EEC Common External Tariff

A Member asked why the United Kingdom was not asking for a nil tariff from the EEC for petroleum products, casein, acetylene black, bars and rods of nickel/copper alloy, sulphur, cobalt oxide, calcium carbide, East India kips, heavy jute goods, hand-knotted carpets, coir mats and matting, sports goods, including cricket bats, and tropical hardwoods. Mr. Noble said that the United Kingdom was confining requests on this occasion to cases where the application of the Common External Tariff without mitigation to basic materials might give rise to difficulties for British industry. Asked why the United Kingdom was asking for a nil tariff on tea from the EEC in the event of the United Kingdom becoming a member, when the EEC suspended its duty on tea in 1963, Mr. Noble said the purpose of this request was to make the suspension of duty permanent. Mr. Noble was also asked whether he will make a statement on the progress of negotiations in Geneva between theUnited Kingdom, the EEC and other powers on the reduction of the common external tariff in so far as it relates to aluminium. 'We export relatively little unwrought aluminium to the EEC and thus have no rights under GATT rules to participate in these negotiations,' he replied.

Commonwealth preferences

A Member who asked what changes were expected in existing Commonwealth preferences when the generalized tariff preferences to which the United Kingdom agreed in the United Nations Conference on Trade and Development negotiations were applied; and when this process was likely to start, was told by Mr. Noble that Commonwealth countries would be called upon to share with developing countries generally their existing preferences on most industrial goods and on certain agricultural products. The industrialized countries aimed to put their schemes into effect during 1971.

Industrial development

Questions were asked on industrial development in North Wales and East Flintshire, Dunston Trading Estate in County Durham, and Cardiff.

Advance factories in coal-mining areas

Questions were asked on the sites selected for Government advance factories in the Yorkshire coal-mining intermediate area; the dates on which building commenced, and the number of jobs involved. Mr. Grant gave the following information:

Factory	Site Selected	Start of building
Doncaster	Shaw Lane, Doncaster	In all cases this will depend on when entrance to the land is secured, but it is hoped work on all four will start in the spring of 1971
Hemsworth	Langthwaite Grange, Industrial Estate, South Kirkby	
Barnsley	Carlton Road, Barnsley	
Mexborough (Dearne Valley area)	Denaby Lane, Conisbrough	

He said that the employment that would be provided would depend on the nature of the production undertaken in the factories. This could not be foreseen at this stage.

Central Electricity Generating Board

A Member asked Mr. Ridley if he would direct the Central Electricity Generating Board to discontinue the retailing of electrical appliances, in view of the low profits earned on these activities. Mr. Ridley replied that figures for the retailing and contracting activities of the Area Boards in 1969-70 were given in the Electricity Council's Report for 1969-70. Whether there should be any changes in either the range of the Board's activities or the treatment of those activities in their accounts were matters he had currently under consideration.

Mr. Ridley was also asked to give a direction to the CEGB to show in all accounts up to date valuations of the buildings used for appliance sales together with the notional rents used, or otherwise indicate the rate of return on capital that these notional rents represent. He answered: 'No. The CEGB does not sell appliances. This is done by the Area Electricity Boards, and as stated in my reply to my hon. Friend on November 24, I am considering whether the information contained in the accounts of the Electricity Council and Area Boards on appliance sales is adequate.'

Steel industry

A Member asked for an undertaking that before making any statement on the future organization of the steel industry, the Secretary of State for Trade and Industry would have the fullest consultation with the six trade unions concerned with the organization of the workers in the steel industry. Mr. Ridley answered that the Secretary of State had already given an assurance that he would have discussions with the trade unions involved before any attempt was made to finalize arrangements to the point of bringing them to the House.

Smokeless fuel

Answering a Member asking what general directions he had issued to ensure closer consultation and co-operation between the fuel and power industries with a view to preventing future shortages of smokeless fuel; Mr. Ridley said: 'None. We are, however, in close touch with the industries responsible for the production of solid smokeless fuels and with the trade; and as my hon. Friend will be aware the Government have temporarily removed the restrictions on imports which should help to alleviate shortages.'

TUESDAY, DECEMBER 8

Electricity power cuts

Mr. Davies was asked to make a statement about the action being taken to minimize the dislocation caused by the electricity power cuts. He said: 'The interruption of electricity supplies yesterday and today follows the rejection by the four Unions representing industrial staffs of the pay offer made to them by the Electricity Council last Thursday. In broad terms this offer represented an increase of some 10 per cent on the men's average earnings of over £25 per week. Although the industry's procedural agreement provides for arbitration, the Unions have not followed this procedure and have instead instituted industrial action which appears to be going well beyond the work-to-rule and overtime ban that they had announced.

'The effect yesterday and today has been to reduce available capacity by 20-25 per cent; with the consequence that voltage has had to be reduced and many consumers disconnected for several hours at a time. The prospects for the future are uncertain.

'The electricity authorities are doing everything they can to maintain supplies for priority users and to spread the remaining supplies as evenly as possible. However, it is clear that so long as industrial action continues, interruptions of supplies, even to some essential consumers, are bound to occur. In these circumstances, consumers can help themselves and the essential services by keeping their use of electricity to the minimum, particularly during the three peak periods of the day. The more this can be done, the less severe the cuts will be. The Government for their part are taking steps to see that the use of electricity by public authorities is reduced so far as practicable. I have also set up an Operations Room in my Department manned 24 hours a day. This is ready to give guidance to public and local authorities and industrial and other organizations as well as to the public through the broadcasting system. This Operations Room will keep in close touch with the Electricity Council and Boards who have responsibility for hour to hour operational control, to whom in the first place inquiries should be passed, though these should be kept to a minimum in the interest of essential users.

'The balance of supplies and demand is changing all the time and this inevitably makes it difficult to warn consumers of what to expect. The Electricity authorities are doing all they can give advance warning whenever possible by the use of radio and television. But difficulties are bound to continue so long as the dispute goes on and I accordingly urge the Unions to end their action and return to the negotiating table.'

WEDNESDAY, DECEMBER 9

Trade with Romania

Mr. Noble was asked what plans he had to secure further agreements with other countries in general and Eastern European countries in particular on the lines of that reached with the Romanian Government on increasing Romanian quotas of agricultural and horticultural products. He answered that the quantitative restrictions maintained on imports of agricultural and horticultural products, including those from Eastern Europe, were reviewed annually in consultation, where appropriate, with the Governments concerned.

Harland and Wolff Ltd.

Mr. Ridley was asked what discussions he had been taking part in concerning the future or Harland and Wolff Ltd.; what companies had put forward proposals for the future of the company; if he would ensure that any proposals took account of the employment prospects for the firm; and when he would be in a position to make a complete statement: He replied: 'The Department is aware of proposals for the future of Harland and Wolff from the company itself, from Mr. Onassis, from the Fred Olsen Group, and from the Swan Hunter Group. The Government wishes to see a profitable shipbuilding industry with an associated high level of employment in Belfast. We will make a fuller statement as soon as possible.'

Register of Companies

Asked what was the number of active companies at present upon the Register of Companies, Mr. Ridley answered that the number of companies, excluding companies in liquidation or in course of removal from the register, was approximately 508,000.

THURSDAY, DECEMBER 10

Package holidays

Asked to state his policy towards applications for cheaper overseas package holidays, Mr. Noble said: 'We shall be reviewing our policy in the coming weeks and hope to make a statement in the New Year about the 1971-72 winter season.'

UNCTAD preference schemes

Mr. Noble was asked whether he was contemplating introducing measures to implement the United Nations Conference on Trade and Development preference schemes; and what items he proposed to maintain on the United Kingdom exemption list. Mr. Noble said: 'We hope to introduce legislation next year. The United Kingdom's proposals, details of which have been placed in the Library, exclude goods subject to revenue duties and most textiles.'

The Patents Office

'I am fully conscious of the need to provide the Patent Office with better and more compact accommodation', said Mr. Davies, in reply to a question. 'I am therefore considering, with the Secretary of State for the Environment, the provision of a new building in the Holborn area. But because this could not be built for some years he and I are seeking to concentrate the patent examining staff into a single building in Holborn. We are treating this as a matter of urgency.'

BSC exports

A Member asked what were the export sales of the British Steel Corporation for the years 1967 and 1969; and how much steel was exported to the United States of America. Mr. Ridley replied that exports in the period from Vesting Day to end 1967 were 1,275,000 tons (3,427,000 tons for the year 1967 from works now belonging to the Corporation) and 2,968,000 tons in 1969. Exports to the United States of America in these periods were 334,000; 660,000 and 683,000 tons respectively.

Compensation for former coalmine owners

Mr. Ridley was asked to state the amount of interest paid to the former coal owners for each year since the mines were nationalized. He said: 'Compensation to former mine owners was satisfied partly by cash (£49.8 million) and partly by the issue of Treasury stock of nominal value £262 million. In addition, during the period between vesting date and completion of compensation in 1956/7, interim payments representing the interest on unsatisfied compensation were made as follows:

Year	Interest	Year	Interest
	£ million		£ million
1947-8	9·0	1952-3	2·9
1948-9	13·2	1953-4	4·6
1949-50	8·2	1954-5	7·9
1950-51	6·4	1955-6	6·0
1951-2	4·4	1956-7	0·6

'The present holders of the Treasury stock are not necessarily those to whom it was issued originally. I have no information about the present ownership of stock and it is therefore not possible to state the amount of interest paid to the former coal owners. However since the first issue of stock in 1950, the following interest payments have been made to stockholders.

Year	Interest	Year	Interest
	£ million		£ million
1950	0·3	1954	7·6
1951	2·1	1955	8·7
1952	4·0	1956	9·1
1953	5·8	Each year 1957-1970	9.2

'Until 1965 the National Coal Board reimbursed the Government for costs in connection with the issue of compensation. Since the reconstruction of the Board's capital in 1965 the costs have been carried by the Government.'

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) ***who compile the half-yearly index.***

Parliamentary Answers on aviation and shipping

FRIDAY, DECEMBER 4

Appointments to Air Transport Licensing Board

Mr. John Davies, Secretary of State for Trade and Industry was asked what arrangements he proposed for the Air Transport Licensing Board when the appointments of the present chairman and members expired at the end of the year. He answered: 'I am appointing Mr. J. H. Lawrie, the present deputy chairman, to become chairman of the Air Transport Licensing Board on January 1, 1971. Sir Algernon Rumbold, Mr. N. A. Morling and Mr. N. C. Pearson have accepted my invitation to join the Board as part-time members from the same date and I am re-appointing Sir Roy Allen and Mr. C. J. Highton from among the present members of the Board. These appointments have been made for a period of two years to enable the Board to carry out its functions until the Civil Aviation Authority has been established. I have expressed to the retiring chairman and members my thanks for the considerable service that has been rendered to civil aviation by the present Board.'

Radio officers on merchant ships

A Member asked Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, what progress he had made in his consideration of whether to remove the requirement that vessels between 1,600 and 3,000 tons should carry radio operators; and what consultation he had had with which maritime unions, and when, in connection therewith. Mr. Grant said: 'We have no intention of removing the requirement to carry radiotelegraphy equipment and radio officers from merchant ships generally between 1,600 and 3,000 tons. We have agreed such a dispensation subject to certain conditions for vessels of this size engaged in the north east coal trade, and I will write to the hon. Member about it.'

Foreign yachts

A Member who asked whether, as a means of assisting the British shipbuilding industry and to prevent hard currency being spent on foreign yachts used for private purposes when such ships could be purchased in Great Britain, steps would be taken to place a 50 per cent import duty on such private yachts, was answered by Mr. Grant, who said that the Kennedy Round agreement required certain countries, including the United Kingdom, to reduce the existing duties on boats.

Accident to 'Essex Ferry'

In answer to a question about the inquiry into the accident on board the British Rail vessel 'Essex Ferry' when 14 seamen were overcome by the leaking fumes from a highly concentrated insecticide carried as part of her cargo, Mr. Grant said that the results of the inquiry, which had just been completed, were being studied by the Department of Trade and Industry in order to see what follow-up action should be taken.

MONDAY, DECEMBER 7

Dan-Air Services Ltd.

Mr. Michael Noble, Minister for Trade, was asked what requests he had received from Dan-Air Services Ltd., for assistance in obtaining permission from the Cyprus Government for charter flights to Nicosia carrying British forces' families, with particular reference to a flight scheduled for December 8. Mr. Noble said: 'We have been in frequent touch with Dan-Air over the past six months concerning the series of forces' families flights to Cyprus starting on December 18. Appropriate representations have been made at all appropriate stages to the Cyprus authorities and I am glad to say that permission has been made for the first flight in the series. Consultations concerning the remaining flights are still in progress.'

Bahamas Airways Ltd.

Referring to the annual subsidy paid to the Turks and Caicos Islands, a Member asked what steps were being taken to restore scheduled air services to assist the economy of the islands following the demise of Bahamas Airways Limited. Mr. Noble said Air Caicos were now providing services between the Turks and Caicos Islands and the Bahamas. Also, HM Government were actively seeking on their behalf authority from the United States to operate to United States territory.

Purchase of second-hand Boeings by BEA

Mr. Noble was asked why British European Airways had been permitted to buy second-hand Boeing aircraft for its Airtours subsidiary, thus departing from its normal policy of buying British aircraft; and what the cost of this purchase would be to the balance of payments. He answered that the Department had agreed that BEA Airtours might buy second-hand Boeing 707-123Bs because they regard these aircraft as meeting their needs best. The impact on the balance of payments would depend largely on the extent to which the purchase was financed by overseas borrowing.

TUESDAY, DECEMBER 8

Fishery protection vessel

A Member asked for an assurance that the mother ship 'Miranda' and the Fishery Protection Squadron would work in close liaison with the British deep sea trawling fleet from Hull and Grimsby, particularly when British vessels were off the Norwegian coast and thus avoid dependence upon foreign services for medical assistance and welfare of British crews. Mr. Noble replied that in accordance with recommendation 4 of the Holland-Martin Report, the 'Miranda' would be deployed this winter off the north west coast of Iceland. Patrols off the Norwegian coast were included in the programme of HM ships allocated for fishery protection duties during 1971; while in the area HM ships would as in previous years also be available to provide assistance to the British trawling fleet. There were inevitably occasions when foreign medical and other services were available to foreign fishermen.

Aerial crop spraying

Asked what new regulations he now proposed regarding aerial crop spraying, Mr. Noble said that the proposed regulations would provide that aerial spraying might only be undertaken in acordance with a permission given under the regulations, a condition of which would be that an agreed code of practice was complied with.

WEDNESDAY, DECEMBER 9

Civil use of military airfields

A Member asked Mr. Noble if he was aware of the present situation in which private flying clubs found it difficult to obtain the use of an airfield; and if he would arrange for use by private clubs of those airfield facilities not fully utilized by the Royal Air Force. Mr. Noble said: 'I am aware that some proposals for operations by flying clubs have been rejected from time to time, but I am always ready to put reasonable requests for the civil use of military airfields to my right hon. Friend.'

Air crash at Barcelona

The following statement on the air crash at Barcelona on July 3, 1970, with particular reference to the information contained in the black box, was made by Mr. Noble: 'The valuable information concerning height, heading and airspeed extracted from the flight data recorder was used in the reconstruction referred to in the statement made by the then Minister of State for the Board of Trade on July 23. The results of the examinations subsequently carried out in this country of some of the radio sets and an altimeter are not inconsistent with this reconstruction. These results have been forwarded to the Spanish Commission, who are continuing their investigation. The United Kingdom Inspector of Accidents accredited to them is hoping to discuss progress with them shortly.'

Airports in the South-east

Asked what plans he had for extension of provincial airports to relieve those in the South-east area, Mr. Noble said: 'Though we are always ready to offer advice the development of such airports is mainly a matter for the owners, subject to planning permission. Several can already cope with much more traffic without substantial development.'

Government Publications

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Her Majesty's Stationery Office, 49 High Holborn, W.C.1

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103·0	135	135	146	130	130	276	194	–17	36
1968															
3rd quarter	116	120·7	135	135	112	103·2	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104·1	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	103·7	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103·1	136	141	130	152	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103·0	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103·2	132	138	140	115	131	–25	45	– 7	–41
2nd quarter	119	122·8	154	153	116	104·2	140	145	159	120	136	68	41	11	7
3rd quarter		123·9 p				104·6		147 p	154 p				18 p	7 p	26
1970															
May		120·6				105									
June		123·0				105									
July		122·5 p				104									
August		124·2 p				105									
September		124·9 p				104									
October						106									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports(‡)	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	107	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172	180	+213
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		183	182	+119
3rd quarter	123 p	141·1	6·9	126·9 p	125·7 p	219·0	592	185		177	174	+73
1970												
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	174	
June	123	139·9	5·9	128·0	124·2	215·4	561	187		192	185	
July	123 p	140·9	6·7	127·5	125·0	217·2	593	186		143	185	
August	125 p	140·8	6·8	126·1	125·7	219·3	593	184		195	140	
September	123 p	141·5	7·0	127·1 p	126·2 p	220·5	589	187		192	199	
October		143·0	7·4	126·0 p	126·7 p	221·8	576	184		190 p	206 p	
November							579	176				

† Not seasonally adjusted. (‡) The figures up to and including 1969 are after adjusting for special factors affecting the recording of exports.

Trends in invisible transactions

NET INVISIBLE earnings in the third quarter of 1970 are provisionally estimated at £139 million. Present estimates are that net invisible earnings were running at about £150 million a quarter during the first three quarters of 1970, compared with about £140 million a quarter during 1969. Total invisible credits continued to rise (by £10 million to £1,132 million between the second and third quarters) but this increase was more than offset by a rise in debits of £37 million.

Higher charter rates again led to greater increases in shipping debits than credits. There were further increases in both credits and debits on travel account, with again a small credit balance. The numbers of overseas visits to the United Kingdom have been substantially higher than last year, especially from the United States and some other distant countries. The increase in debits has been proportionately larger than in credits, in part because the removal of currency restrictions has permitted the resumption of more expensive holiday visits to the non-sterling area, and in part because of the continuing growth of inclusive tour business overseas.

Air passenger traffic into and out of the United Kingdom during the third quarter continued above the level of a year earlier, although the rate of increase was lower than during the first half of 1970. Charter traffic increased at a much faster rate than scheduled traffic. United Kingdom airlines' share of traffic on North Atlantic routes fell still further because of restrictions on capacity imposed by the delay in the introduction of the B747. Expenditure abroad increased at a faster rate than revenue, and the net credit balance on the civil aviation account so far this year has been below that of the comparable period of 1969.

There was a small fall in the balance of credits from interest, profits and dividends over debits, the fall in credits being greater than that of debits; the relatively small quarterly fluctuations in this series are however not always of significance. Earnings on foreign direct investments in the United Kingdom fell in the third quarter, after remaining nearly stationary during the preceding four quarters. Earnings on United Kingdom direct investments abroad fell back slightly from the high level reached in the second quarter of 1970, but remained significantly above their quarterly rate during 1969. Portfolio income from abroad received a boost from the final pre-nationalization dividend payments by Zambian copper companies. Oil receipts, which fluctuate a good deal from quarter to quarter, were down in the third quarter on revised estimates for the first two quarters.

Note:

A more detailed discussion of invisible transactions during 1969 was contained in a previous article in this series published in the *Board of Trade Journal* on September 23, 1970. Further details in the civil aviation balance of payments are given in an article in *Trade and Industry* on October 28, 1970.

Invisibles

£ million

	1967	1968	1969	1969† 1st Qtr.	1969† 2nd Qtr.	1969† 3rd Qtr.	1969† 4th Qtr.	1970† 1st Qtr.	1970† 2nd Qtr.	1970† 3rd Qtr.
CREDITS:										
Private services:										
Shipping:										
Freight and fares	630	767	761							
Time-charter payments	46	57	61							
Disbursements of overseas shipping	120	131	137							
Total	796	955	959	237	238	241	243	249	260	271
Civil aviation:										
Fares, freight, etc.	152	178	218	51	55	55	57	58	59	} 79
Disbursements of overseas airlines	47	57	69	16	16	17	20	20	20	
Total	199	235	287	67	71	72	77	78	79	79
Travel	236	282	359	82	89	92	96	105	107	112
Other services:										
Financial and allied	156	223	284							
Films and television	49	46	43							
Royalties, etc.	79	104	} 683							
Miscellaneous	471	524								
Total	755	897	1,010	237	248	259	266	261	270	268
Total private services§	1,986	2,369	2,615	623	646	664	682	693	716	730
Interest, profits and dividends‡:										
Direct investment	438	568	642	149	170	156	167	164	183	176
Portfolio investment	145	164	161	37	39	40	45	38	39	46
Oil and other	386	362	489	136	107	131	115	124	128	121
Total	969	1,094	1,292	322	316	327	327	326	350	343
Private transfers	143	161	176	41	44	46	45	45	45	46
Government services	36	45	46	10	10	11	15	10	11	13
Total credits	3,134	3,669	4,129	996	1,016	1,048	1,069	1,074	1,122	1,132

‡ An alternative breakdown is:

	1967	1968	1969	1969† 1st Qtr.	1969† 2nd Qtr.	1969† 3rd Qtr.	1969† 4th Qtr.	1970† 1st Qtr.	1970† 2nd Qtr.	1970† 3rd Qtr.
Credits:										
Private sector	913	1,056	1,250	312	306	316	316	315	334	324
Public sector	56	38	42	10	10	11	11	11	16	19
Debits:										
Private sector	371	505	470	108	107	134	121	124	131	132
Public sector	230	272	371	84	102	92	93	90	79	76
Net balance:										
Private sector	+542	+551	+780	+204	+199	+182	+195	+191	+203	+192
Public sector	− 174	− 234	− 329	− 74	− 92	− 81	− 82	− 79	− 63	− 57

† Seasonally adjusted.
§ Including public corporations.

£ million

	1967	1968	1969	1969† 1st Qtr.	1969† 2nd Qtr.	1969† 3rd Qtr.	1969† 4th Qtr.	1970† 1st Qtr.	1970† 2nd Qtr.	1970† 3rd Qtr.
DEBITS:										
Private services:										
Shipping:										
Freight and fares	283	333	333							
Time-charter payments	172	202	210							
Disbursements abroad	325	360	371							
Total	780	895	914	225	227	233	229	234	262	279
Civil aviation:										
Freight, fares, etc.	82	103	122	29	31	31	33	37	35	} 70
Disbursements abroad	90	103	124	28	31	31	32	33	36	}
Total	172	206	246	57	62	62	65	70	71	70
Travel	274	271	324	77	76	80	91	94	96	105
Other services:										
Films and television	22	22	28							
Royalties, etc.	67	87	} 462							
Miscellaneous	277	323	}							
Total	366	432	490	118	120	125	127	127	133	135
Total, private services§	1,592	1,804	1,974	477	485	500	512	525	562	589
Interest, profits and dividends‡:										
Direct investment	216	329	300	71	71	79	79	77	79	73
Portfolio investment	87	99	109	25	27	28	29	28	31	32
Oil and other	298	349	432	96	111	119	106	109	100	105
Total	601	777	841	192	209	226	214	214	210	210
Transfers:										
Private	201	257	253	61	64	66	62	60	64	62
Official	188	179	175	47	39	49	40	45	34	45
Government services	312	328	329	83	80	81	85	82	86	87
Total debits	2,894	3,345	3,572	860	877	922	913	926	956	993
NET BALANCES:										
Private services	+394	+565	+641	+146	+161	+164	+170	+168	+154	+141
Interest, profits and dividends	+368	+317	+451	+130	+107	+101	+113	+112	+140	+133
Private transfers	− 58	− 96	− 77	− 20	− 20	− 20	− 17	− 15	− 19	− 16
Government transfer payments	− 188	− 179	− 175	− 47	− 39	− 49	− 40	− 45	− 34	− 45
Government services	− 276	− 283	− 283	− 74	− 70	− 70	− 69	− 72	− 75	− 74
Net invisible balance	+240	+324	+557	+136	+139	+126	+156	+148	+166	+139

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in October showed an increase of 9 per cent on a year earlier, compared with increases of 6 per cent in August and 2 per cent in September.

The value of stocks at the end of October was 7 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	− 3	..	..
1967	104	− 5	..	..
1968	108	4	..	..
1969	103	− 5	..	..
1968 4th quarter	132	3	126	8
1969 1st quarter	88	−13	153	13
2nd quarter	98	5	138	7
3rd quarter	100	− 4	157	8
4th quarter	124	− 6	147	17
1970 1st quarter	90	2	161	5
2nd quarter	97	− 2	140	1
3rd quarter	105	5	146	− 7
1969 October	141	− 4	139	5
November	118	−14	154	15
December	114	1	147	17
1970 January	60	− 4	140	8
February	92	3	154	8
March	119	6	161	5
April	103	− 5	146	2
May	92	− 5	151	2
June	95	6	140	1
July	83	10	145	− 3
August	99	6	143	− 6
September	134	2	146	− 7
October	153	9	129	− 7

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks (‡)
	October 1970	January-October 1970	October 1970
Women's knitted outerwear, blouses and skirts	15	2	−18
Women's coats, costumes, furs and raincoats	− 2	− 5	3
Women's underwear	− 8	− 9	−20
Women's hose and children's socks	−19	−14	3
Women's millinery	10	− 1	−22
Haberdashery, ribbons and wool	− 2	− 7	−14
Children's wear	13	− 1	−19
Men's and boys' shirts, pyjamas and outfitting	17	6	18
Gloves	21	—	11
Piece-goods and nets	17	−14	−28
Household textiles	8	−17	−16
Floor coverings, furniture and hardware	13	12	− 2
Boots and shoes	12	6	4
Total†	9	3	− 7

† Including some items not included among the sub-headings. ‡ Values at cost

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Capital expenditure of the manufacturing, distributive and service industries in the third quarter

Manufacturing industry

MANUFACTURING INDUSTRY'S capital expenditure in the third quarter of 1970 is provisionally estimated to have been about 1 per cent greater than in the second quarter (at 1963 prices, seasonally adjusted). After allowing for investment grant distortion, expenditure in the first three quarters of 1970 as a whole was about 4 per cent greater than in the corresponding quarters of 1969. The provisional figures for the third quarter of 1970 are, in consequence, fairly consistent with the results of the August/September Investment Intentions Inquiry, which indicated that manufacturing industry was expecting a rise in investment of the order of 2 to 3 per cent in real terms between 1969 and 1970.

After seasonal adjustment, expenditure on plant and machinery was about 3 per cent greater in real terms than in the second quarter. Expenditure on vehicles rose slightly but there was a fairly sharp fall in expenditure on new building work from the high second quarter level.

Distributive and service industries (excluding shipping)

In the third quarter of 1970 the volume of capital expenditure by the distributive and service industries, excluding shipping, was little changed from the second quarter. Investment by this group of industries had eased back in the first quarter of 1970 but recovered in the second quarter. Expenditure in the first three quarters of 1970 was about 2 per cent above that in the corresponding quarters of 1969.

Expenditure on plant and machinery in the first three quarters of 1970 was 9 per cent above the corresponding period of 1969, after allowing for investment grant distortions, while expenditure on vehicles was nearly 2 per cent lower. Investment in new building work has shown no growth during the year, and remains below last year's expenditure.

Shipping industry

In the third quarter of 1970 the volume of investment by the shipping industry was at about the average of expenditure in the first half of the year.

Revisions of figures

The figures for the second quarter previously published in October have been revised to take account of late returns. Revised estimates of capital expenditure in the third quarter of 1970, taking account of late returns, will be published in January.

Fixed capital expenditure at 1963 prices seasonally adjusted

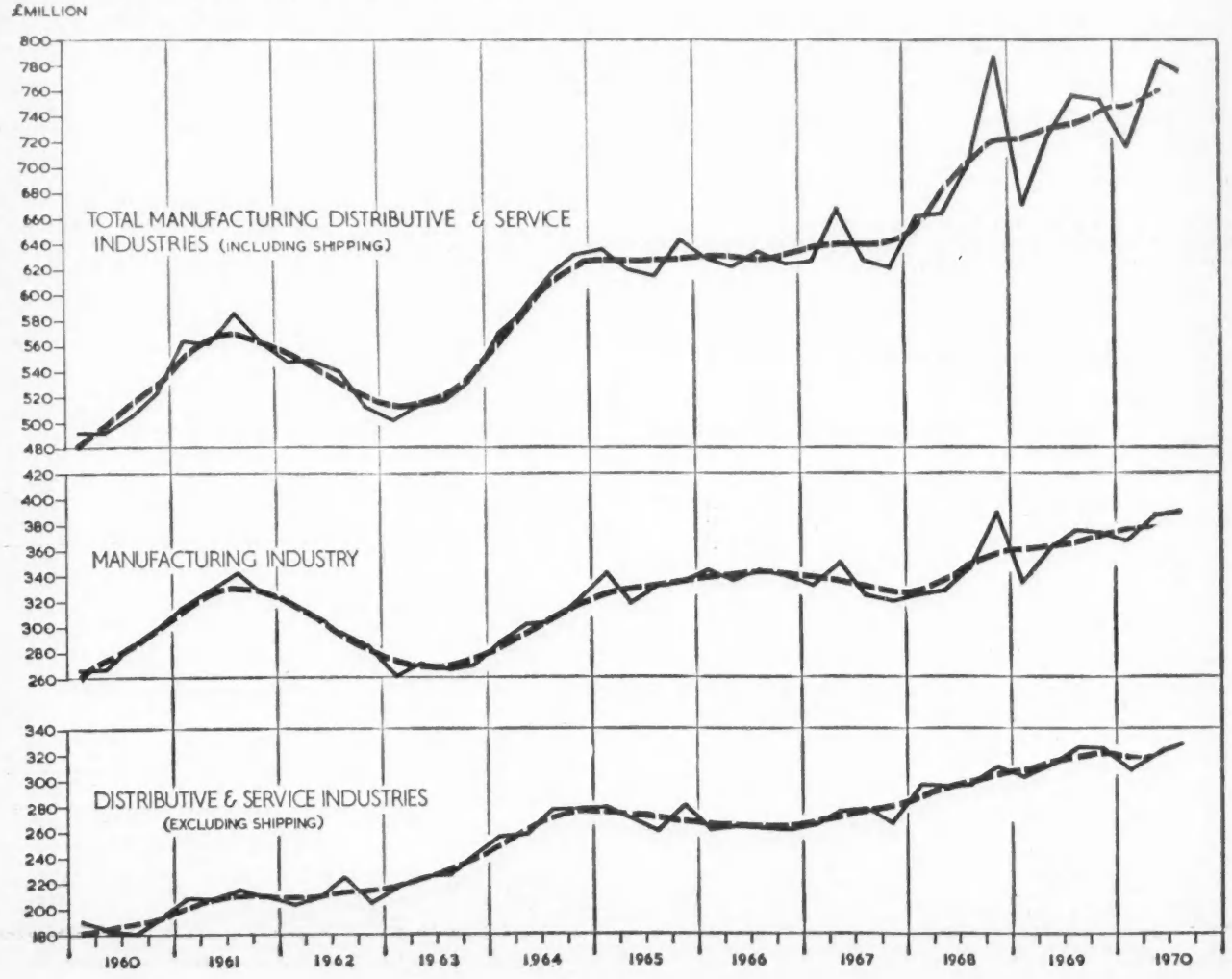


Table 1. Fixed capital expenditure at 1963 prices seasonally adjusted of manufacturing, distributive and service industries.

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,118	744	151	593	426	994
1961	2,274	1,315	838	121	700	406	1,168
1962	2,149	1,210	838	101	696	363	1,090
1963	2,064	1,070	910	84	645	389	1,030
1964	2,404	1,212	1,068	124	725	494	1,185
1965	2,514	1,327	1,088	99	755	472	1,287
1966	2,508	1,366	1,047	95	719	464	1,326
1967	2,544	1,328	1,082	133	694	504	1,346
1968	2,812 (2,752)*	1,390 (1,360)*	1,195 (1,190)*	228 (203)*	725	624 (599)*	1,464 (1,429)*
1969	2,902 (2,962)*	1,447 (1,477)*	1,256 (1,270)*	189 (214)*	785	618 (643)*	1,499 (1,534)*
1970							
1964 1st quarter	569	288	255	26	168	118	283
2nd quarter	587	301	258	28	177	118	292
3rd quarter	616	304	277	36	189	131	296
4th quarter	632	320	278	34	190	128	314
1965 1st quarter	636	341	279	16	200	111	324
2nd quarter	620	319	270	32	185	125	310
3rd quarter	615	332	260	23	185	112	318
4th quarter	644	335	280	29	184	125	335
1966 1st quarter	628	345	261	22	181	113	333
2nd quarter	622	337	263	22	176	117	328
3rd quarter	634	345	262	26	180	119	335
4th quarter	625	340	261	24	181	114	329
1967 1st quarter	627	332	265	30	179	118	330
2nd quarter	668	350	275	44	177	139	352
3rd quarter	628	325	277	27	168	123	338
4th quarter	621	321	266	33	170	125	326
1968 1st quarter	662	325	296	42	173	141	349
2nd quarter	664	329	294	41	182	134	348
3rd quarter	701	346	296	60	184	159	358
4th quarter	785 (725)*	390 (360)*	310 (305)*	85 (60)*	186	190 (165)*	409 (374)*
1969 1st quarter	671 (731)*	333 (363)*	303 (308)*	35 (60)*	191	139 (164)*	340 (375)*
2nd quarter	724	363	312	49	196	159	370
3rd quarter	755	376	326	53	199	160	396
4th quarter	752	375	325	53	198	161	392
1970 1st quarter	717	368	309	40	187	140	391
2nd quarter	784	389	324	70	195	173	415
3rd quarter	776				187	163	427
4th quarter							

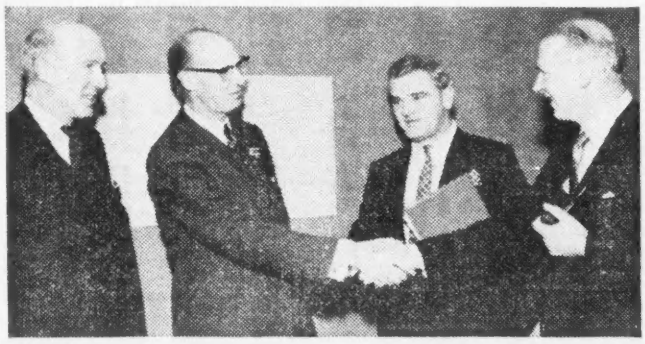
The total of maufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 54 per cent of total expenditure in 1969. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g., by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

* After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on December 31, 1968, estimated at £30 million for manufacturing industry, £5 million for distributive and service industry, and £25 million for shipping. These broad estimates were made by averaging the seasonally adjusted quarterly figures of expenditure in the last quarter of 1968 and the first quarter of 1969, although the estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

(Continued on next page)

OVERSEAS VISITORS SEE BRITISH INDUSTRIES



Thirteen members of the Dutch Management Consultants Association (Orde Van Organisatie Adviseurs) have been visiting major British management consultancies. In the course of their tour, which was arranged by the Management Consultants Association of Britain, they visited the Inbucon Group's headquarters at Knightsbridge, where they were met by Mr. E. N. B. Mitton, chairman of the Inbucon Group, and by Mr. Jan Rutton, the managing director of the Inbucon subsidiary in Holland, AIC Nederlands NV. Picture shows Mr. E. N. B. Mitton (right), greeting Ir. F. G. Willemze on arrival at the Inbucon Head Office, watched by R. J. McGarel Groves (left), and Mr. Jan Rutten.

During a recent vist to the Midlands, Konthi Suphamongkhon, Ambassador for Thailand, found time to pay a visit to the Worcester Royal Porcelain Company. In the picture the Ambassador (left) is watching Mr. Patrick Regan assembling a model of a tropical fish from the series modelled by Ronald van Ruyckevelt. Mr. P. J. Feeny (Thai Consul in Birmingham) is on the right.

CAPITAL EXPENDITURE—*Continued*

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted.

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	744	98	172	474	304	202	238
1961	838	104	193	542	352	216	271
1962	838	102	184	551	370	202	266
1963	910	112	201	598	376	233	301
1964	1,068	131	226	711	424	281	363
1965	1,088	130	211	748	428	283	378
1966	1,047	117	191	740	404	282	361
1967	1,082	134	184	764	419	280	384
1968	1,195 (1,190)*	131	225	839 (834)*	438	298	459 (454)*
1969	1,265 (1,270)*	133	238	895 (900)*	467	326	473 (478)*
1970							
1964 1st quarter	255	31	55	170	97	69	89
2nd quarter	258	32	59	168	102	67	89
3rd quarter	277	32	57	188	113	73	90
4th quarter	278	37	56	185	112	71	95
1965 1st quarter	279	36	55	188	111	74	94
2nd quarter	270	31	53	185	106	71	93
3rd quarter	260	32	52	176	104	67	89
4th quarter	280	30	51	199	106	71	102
1966 1st quarter	261	29	49	183	103	69	89
2nd quarter	263	31	47	186	100	72	91
3rd quarter	262	29	47	185	101	71	90
4th quarter	261	28	48	186	100	71	90
1967 1st quarter	265	31	46	189	103	68	94
2nd quarter	275	34	45	195	105	72	98
3rd quarter	277	35	46	196	104	72	101
4th quarter	266	34	48	184	107	68	91
1968 1st quarter	296	35	54	207	109	75	113
2nd quarter	294	31	56	207	111	70	113
3rd quarter	296	32	57	207	109	75	112
4th quarter	310 (305)*	34	57	219 (214)*	110	79	121 (116)*
1969 1st quarter	303 (308)*	32	57	214 (219)*	113	79	111 (116)*
2nd quarter	312	33	59	220	116	82	114
3rd quarter	326	34	59	232	119	81	125
4th quarter	325	34	62	229	119	84	122
1970 1st quarter	309	32	61	217	111	76	123
2nd quarter	324	34	61	230	113	80	131
3rd quarter	327	32	63	233	112	82	133
4th quarter							

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted.

£ million

	Total all manufacturing industries	Analysis by industry group								Analysis by type of asset		
		Food, drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering ship-building and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,118·2	156·0	22·7	139·1	204·0	245·7	88·3	92·5	73·3	96·6	288·8	73·5	755·9
1961	1,315·3	164·2	31·0	171·1	266·4	268·2	118·0	110·3	80·3	105·8	347·4	70·1	897·8
1962	1,210·4	163·0	22·6	172·7	228·6	235·4	105·6	94·6	80·7	107·2	325·5	61·5	823·4
1963	1,070·2	163·9	30·0	134·3	136·1	233·8	100·9	85·7	79·7	105·9	267·2	74·1	728·9
1964	1,211·8	186·6	36·7	164·7	114·4	279·9	90·9	116·3	90·8	131·5	298·9	90·9	822·0
1965	1,326·9	186·9	35·8	209·1	112·8	293·6	107·5	132·0	98·8	150·4	323·8	93·7	909·4
1966	1,366·2	178·8	57·3	228·7	116·0	298·7	119·9	128·3	86·2	152·3	311·4	89·7	965·1
1967	1,328·1	206·4	83·4	191·0	116·4	292·6	119·8	104·3	83·7	130·5	271·8	94·2	962·1
1968	1,389·6 (1,359·6)*	216·2	94·7	188·5	110·0	301·3	110·3	138·1	85·8	144·7	280·4	103·9	1,005·3 (975·3)*
1969	1,447·0 (1,477·0)*	205·1	73·3	210·9	135·8	290·8	127·0	155·4	89·5	160·1	312·1	109·1	1,025·8 (1,055·8)*
1970													
1964 1st quarter	287·6	45·6	12·4	36·2	28·2	66·1	22·5	25·1	22·1	29·4	71·2	22·6	193·8
2nd quarter	300·5	47·0	8·6	39·7	27·8	70·0	24·3	28·2	21·1	33·8	74·5	22·6	203·4
3rd quarter	304·0	48·1	7·5	41·3	29·1	70·8	20·5	29·7	24·4	32·6	75·0	22·9	206·1
4th quarter	319·7	45·9	8·2	47·5	29·3	73·0	23·6	33·3	23·2	35·7	78·2	22·8	218·7
1965 1st quarter	340·5	47·0	9·2	51·1	28·7	78·8	25·9	34·6	26·8	38·4	86·6	23·5	230·4
2nd quarter	318·8	44·8	8·3	50·2	28·1	69·8	24·7	31·3	26·1	35·5	78·8	22·7	217·3
3rd quarter	332·2	47·8	8·5	57·1	28·8	67·8	27·5	34·2	22·8	37·7	80·9	22·6	228·7
4th quarter	335·4	47·3	9·8	50·7	27·2	77·2	29·4	31·9	23·1	38·8	77·5	24·9	233·0
1966 1st quarter	344·6	45·3	12·0	60·[illegible]	28·7	73·5	32·3	31·4	20·6	40·3	77·8	22·9	243·9
2nd quarter	336·8	44·1	13·3	54·6	27·6	75·2	29·8	34·5	20·7	37·0	75·5	23·6	237·7
3rd quarter	345·3	43·9	16·5	57·7	29·2	75·6	28·9	31·9	21·5	40·1	78·4	22·3	244·6
4th quarter	339·5	45·5	15·5	55·9	30·5	74·4	28·9	30·5	23·4	34·9	79·7	20·9	238·9
1967 1st quarter	331·8	51·2	16·5	47·4	29·8	73·4	30·2	28·1	21·0	34·2	75·3	21·1	235·4
2nd quarter	349·8	52·4	21·8	54·9	31·6	77·4	31·7	26·1	22·0	31·9	71·3	24·3	254·2
3rd quarter	325·1	50·7	22·5	43·0	30·0	71·7	28·8	24·7	21·4	32·3	62·9	24·6	237·6
4th quarter	321·4	52·1	22·6	45·7	25·0	70·1	29·1	25·4	19·3	32·1	62·3	24·2	234·9
1968 1st quarter	324·9	47·6	20·1	42·7	34·2	71·0	26·1	30·3	21·4	31·5	62·9	26·0	236·0
2nd quarter	329·1	53·0	22·8	46·0	26·7	71·3	26·2	28·2	19·4	35·5	69·3	24·4	235·4
3rd quarter	345·5	56·4	22·1	45·3	24·4	76·0	32·4	33·7	20·1	35·1	73·7	25·7	246·1
4th quarter	390·1 (360·1)*	59·2	29·7	54·5	24·7	83·0	25·6	45·9	24·9	42·6	74·5	27·8	287·8 (257·8)*
1969 1st quarter	332·7 (362·7)*	49·3	20·7	46·5	29·2	70·4	25·0	38·2	17·6	35·8	77·2	25·8	229·7 (259·7)*
2nd quarter	363·4	53·7	17·7	52·6	31·3	71·1	32·2	40·2	23·7	40·9	78·5	29·3	255·6
3rd quarter	376·0	50·4	18·2	56·8	34·7	75·7	36·4	39·8	24·4	39·6	78·1	27·4	270·5
4th quarter	374·9	51·7	16·7	54·1	40·6	73·6	33·4	37·2	23·8	43·8	78·3	26·6	270·0
1970 1st quarter	368·4	48·3	14·1	64·4	41·8	77·4	34·8	31·6	24·7	31·3	75·5	25·0	267·9
2nd quarter	389·2	52·9	15·3	66·9	44·8	80·5	37·0	33·2	24·5	34·1	80·2	24·7	284·3
3rd quarter	392·6										73·8	25·3	293·5
4th quarter													

Fixed capital expenditure at 1963 prices seasonally adjusted

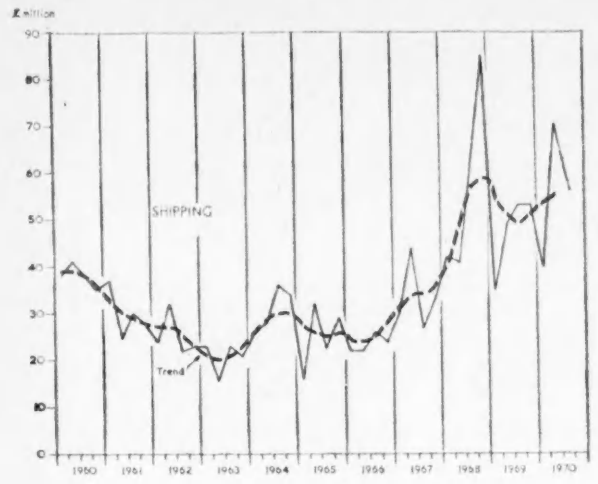


Table 4. Fixed capital expenditure at current prices of manufacturing, distributive and service industries.

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,902	1,035	705	162
1961	2,913	1,253	808	132
1962	2,119	1,183	829	107
1963	2,064	1,070	910	84
1964	2,445	1,236	1,086	123
1965	2,657	1,420	1,137	100
1966	2,742	1,521	1,122	99
1967	2,799	1,485	1,174	140
1968	3,202	1,615	1,340	247
1969	3,434	1,748	1,472	214
1970				
1964 1st quarter	552	273	256	23
2nd quarter	585	301	259	25
3rd quarter	612	308	271	33
4th quarter	696	354	301	41
1965 1st quarter	638	338	285	15
2nd quarter	643	334	279	30
3rd quarter	642	357	264	21
4th quarter	735	392	308	35
1966 1st quarter	661	361	279	21
2nd quarter	662	362	278	22
3rd quarter	677	382	269	26
4th quarter	742	416	296	30
1967 1st quarter	675	358	288	29
2nd quarter	715	376	295	44
3rd quarter	672	360	287	25
4th quarter	739	392	305	42
1968 1st quarter	724	354	329	41
2nd quarter	738	368	327	43
3rd quarter	779	400	320	59
4th quarter	961	493	364	104
1969 1st quarter	761	374	351	36
2nd quarter	830	419	359	52
3rd quarter	877	457	365	55
4th quarter	968	499	398	71
1970 1st quarter	860	442	373	45
2nd quarter	957	484	393	80
3rd quarter	970	518	389	63
4th quarter				

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX

Distributive Trades Order XXIII

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses and similar businesses)

Retail MLH 820, 821

Other Industries Order XX (Construction); XXIII (Transport and Communication) excluding 701 – Railways, 706 Port and Inland Water Transport, 707 – Air Transport and 708 – Postal Services and Telecommunications; XXIV (Insurance Banking Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXVI (Miscellaneous Services)

The estimates with the exception of those for manufacturing industry in table 2 are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

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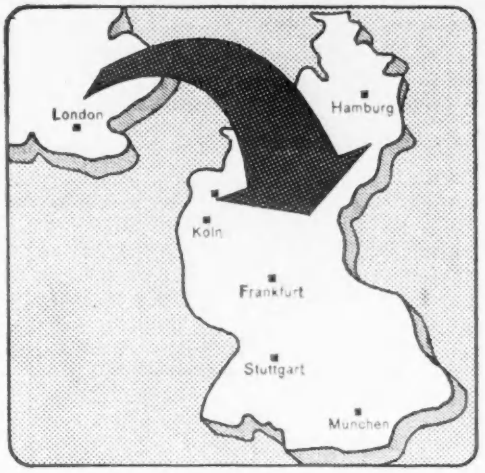

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Manufacturers' and distributors' stocks in the third quarter

Manufacturing industry

MANUFACTURER'S STOCKS are provisionally estimated to have increased in the third quarter of this year by £18 million at 1963 prices, seasonally adjusted, a much smaller rate of increase than in the first half of 1970.

The overall increase of £18 million resulted from similar increases of about £11 million in both stocks of materials and fuel and work in progress and a small decline in stocks of finished goods.

Stockbuilding of materials and fuel in the third quarter was greater than recent quarterly increases apart from the second quarter when the substantial increase may have been due in part to additional stockbuilding in anticipation of the dock strike.

Work in progress showed a modest increase following the considerable rise in the second quarter of this year. Stocks of finished goods which had declined sharply during the previous quarter fell slightly in the third quarter.

The ratio of manufacturers' stocks to production fell by half an index point in the third quarter to 91.0 (in index form end 1962=100). This level is historically quite low and it is the first time that the index has fallen since the low level of 88.8 was reached in the third quarter of 1969.

Distributive industry

Wholesalers' stocks are provisionally estimated to have shown a small increase of £7 million (at 1963 prices, seasonally adjusted) in the third quarter of 1970. This is the second quarter in which these stocks have increased, after falling a little in each of the previous four quarters; there has not been any significant change in the volume of wholesalers' stocks since the end of 1968. Retailers' stocks increased by £26 million (at 1963 prices, seasonally adjusted). This series can move erratically; there was a small increase of £7 million in the second quarter and a fall of £41 million in the first quarter.

Revisions to figures

The figures for stocks for the second quarter of 1970 have been revised to take account of latecomers. Revised figures for the third quarter, taking account of late returns will be published in January.

Value of physical increase in stocks at 1963 prices, seasonally adjusted

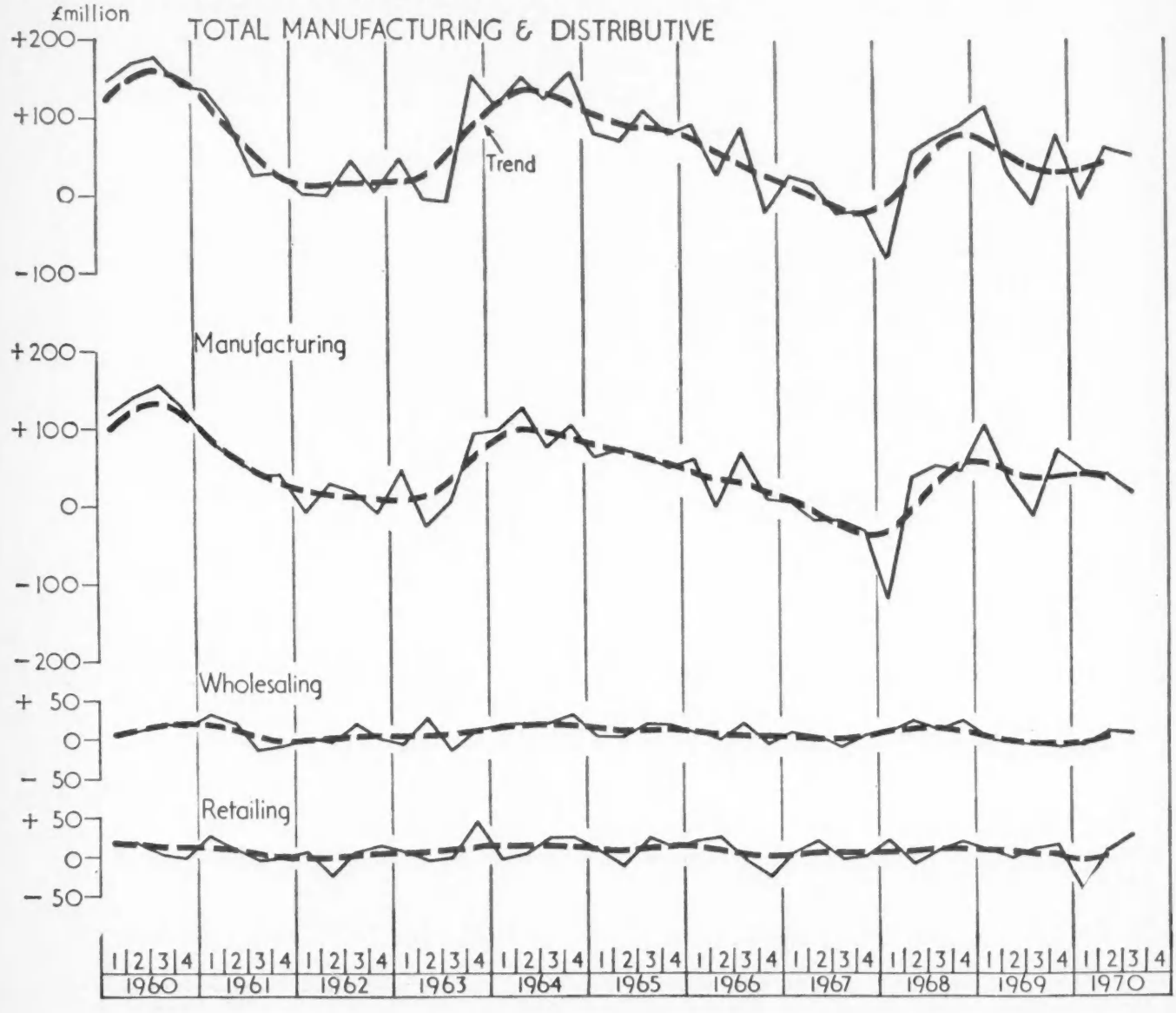
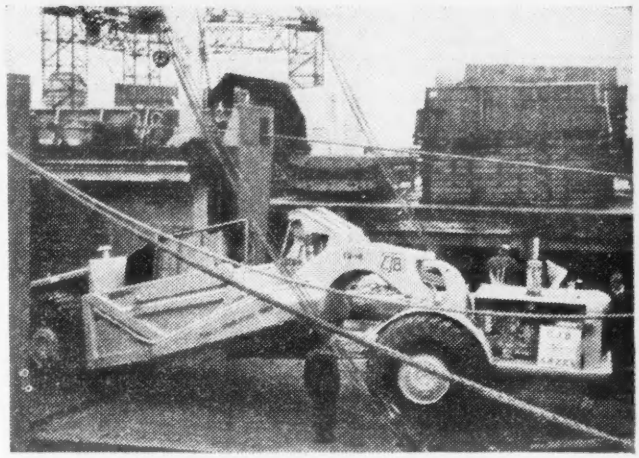


Table 1. Value of physical increase of manufacturers' and distributors' stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	9,751	7,257	1,180	1,314
1960	637	543	55	39
1961	296	234	32	30
1962	55	29	22	3
1963	191	122	25	43
1964	550	411	93	46
1965	341	263	47	31
1966	185	143	25	17
1967	– 2	–37	13	22
1968	138	23	75	41
1969	212	194	–17	36
1964 1st quarter	116	99	20	– 3
2nd quarter	152	127	22	3
3rd quarter	123	79	21	23
4th quarter	159	106	30	23
1965 1st quarter	80	66	5	9
2nd quarter	71	78	4	12
3rd quarter	111	67	21	23
4th quarter	79	51	18	11
1966 1st quarter	92	62	9	21
2nd quarter	28	2	1	25
3rd quarter	86	69	21	– 4
4th quarter	–21	10	– 6	–24
1967 1st quarter	23	– 8	10	6
2nd quarter	16	– 8	4	20
3rd quarter	–22	– 8	–10	– 4
4th quarter	19	–30	9	1
1968 1st quarter	82	–114	12	21
2nd quarter	53	–39	26	– 9
3rd quarter	75	–53	13	– 9
4th quarter	90	–46	25	20
1969 1st quarter	114	104	1	9
2nd quarter	30	–33	– 3	
3rd quarter	– 8	–12	– 6	10
4th quarter	76	70	– 9	16
1970 1st quarter	– 2	45	– 7	–41
2nd quarter	60	41	–11	– 7
3rd quarter	51	18	– 7	26

CONSTRUCTION PLANT FOR ALGERIA



A £200,000 shipment of plant has arrived at Arzew in Algeria, where Constructors John Brown Ltd. have begun work on a £9.6 million gas separation plant for Sonatrach, the Algerian national oil undertaking. CJB chartered a complete vessel to ship more than 200 items of equipment from Harwich to Algeria. The plant ranged from a 50-ton Lima Crane to caterpillar tractors, dumpers, compressors, silos, drills, trailers and scrapers.

Table 2. Value of the physical increase of stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1969	7,257	946	706	500	3,590	770	746	2,444	2,738	2,074
1960	543	39	46	83	285	30	60	226	146	171
1961	234	11	23	13	151	7	29	43	103	89
1962	29	29	1	18	42	19	3	60	43	47
1963	122	46	14	2	75	2	11	1	100	21
1964	411	1	47	31	239	61	32	147	178	86
1965	263	2	26	26	169	2	41	56	98	109
1966	143	11	31	16	84	26	30	22	33	133
1967	–37	18	6	27	11	32	12	39	34	–33
1968	23	—	57	30	91	2	25	6	—	17
1969	194	– 6	50	26	123	35	18	20	47	127
1964 1st quarter	99	10	13	9	48	17	2	60	31	8
2nd quarter	127	– 2	9	16	76	20	9	31	56	40
3rd quarter	79	– 9	11	1	59	7	9	10	44	25
4th quarter	106	2	14	4	57	17	13	46	47	14
1965 1st quarter	66	13	– 2	10	52	10	10	1	48	17
2nd quarter	78	2	21	—	49	4	12	29	7	42
3rd quarter	67	16	4	7	34	– 7	14	13	32	22
4th quarter	51	– 2	4	10	34	– 1	6	12	11	28
1966 1st quarter	62	4	11	– 4	33	6	13	4	16	43
2nd quarter	2	—	7	–18	3	6	5	–22	13	11
3rd quarter	69	15	6	18	40	10	10	23	—	46
4th quarter	10	—	6	11	9	4	2	28	4	34
1967 1st quarter	8	– 3	4	– 3	10	– 6	6	– 9	15	3
2nd quarter	– 8	– 3	–16	– 7	24	– 6	– 5	21	4	9
3rd quarter	– 8	17	24	– 9	–27	– 3	– 9	– 1	3	–10
4th quarter	–30	1	– 6	– 8	4	17	– 3	– 7	12	–34
1968 1st quarter	114	3	11	—	91	– 9	– 7	11	–26	–77
2nd quarter	39	—	31	8	18	– 7	11	—	9	30
3rd quarter	53	13	22	12	26	– 2	8	– 1	21	32
4th quarter	46	10	14	10	7	6	13	17	– 4	33
1969 1st quarter	104	1	17	– 4	58	22	9	19	23	62
2nd quarter	33	– 5	12	– 5	28	– 2	4	19	2	13
3rd quarter	12	12	– 6	16	14	9	3	–23	14	– 3
4th quarter	70	14	28	—	50	5	– 2	5	9	56
1970 1st quarter	45	6	16	– 3	17	5	5	4	– 8	49
2nd quarter	41	8	9	3	41	–11	– 8	41	25	–24
3rd quarter	18							12	11	– 5

(*Continued on next page*)

INDUSTRY'S STOCKS, *continued*

Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1969	1,180	728	119	334
1960	55	32	4	19
1961	32	21	—	11
1962	22	4	4	15
1963	25	9	5	11
1964	93	49	13	30
1965	47	22	5	21
1966	25	18	—	7
1967	13	7	—	5
1968	75	48	3	24
1969	–17	–21	—	4
1964 1st quarter	20	8	4	8
2nd quarter	22	11	2	9
3rd quarter	21	6	8	7
4th quarter	30	23	—	7
1965 1st quarter	5	– 2	– 1	7
2nd quarter	4	2	—	2
3rd quarter	21	13	2	6
4th quarter	18	8	4	6
1966 1st quarter	9	8	2	– 1
2nd quarter	1	1	2	– 2
3rd quarter	21	18	– 3	7
4th quarter	– 6	– 8	– 1	3
1967 1st quarter	10	—	—	10
2nd quarter	4	9	– 4	– 2
3rd quarter	–10	–10	2	– 2
4th quarter	9	9	1	– 1
1968 1st quarter	12	15	1	– 4
2nd quarter	26	13	4	8
3td quarter	13	10	– 2	4
4th quarter	25	10	– 1	16
1969 1st quarter	1	– 6	—	6
2nd quarter	– 3	– 9	– 1	7
3rd quarter	– 6	– 5	1	– 2
4th quarter	– 9	– 1	– 1	– 7
1970 1st quarter	– 7	–15	—	9
2nd quarter	11	8	– 4	8
3rd quarter	7			

Table 4. Increase in the book value of manufacturers' and distributors' stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	12,115	9,083	1,451	1,581
1960	690	586	60	44
1961	416	315	40	61
1962	143	81	30	31
1963	348	253	44	50
1964	811	590	136	85
1965	612	490	73	50
1966	468	363	51	55
1967	150	70	47	33
1968	715	462	138	115
1969	949	788	49	112
1964 1st quarter	210	137	18	55
2nd quarter	228	184	32	11
3rd quarter	184	115	66	4
4th quarter	189	153	20	16
1965 1st quarter	190	124	—	65
2nd quarter	158	153	15	–10
3rd quarter	170	109	63	– 1
4th quarter	94	104	– 5	– 5
1966 1st quarter	253	162	7	84
2nd quarter	179	138	12	29
3rd quarter	99	68	52	21
4th quarter	–63	– 5	–20	37
1967 1st quarter	39	–14	–15	68
2nd quarter	29	18	1	11
3rd quarter	10	18	30	–38
4th quarter	73	49	32	– 8
1968 1st quarter	138	17	23	98
2nd quarter	211	169	30	12
3rd quarter	176	141	57	–22
4th quarter	190	135	28	27
1969 1st quarter	336	231	3	102
2nd quarter	219	210	5	4
3rd quarter	160	127	51	–18
4th quarter	234	221	–10	24
1970 1st quarter	330	270	14	47
2nd quarter	317	254	27	37
3rd quarter	184	108	75	1

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX.
Distributive Trades Order XXIII:
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses).
Retail MLH 820, 821.

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

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Table 5. The relationship of manufacturers' stocks to manufacturing production

Index numbers – 4th quarter – 1962 = 100
Seasonally adjusted

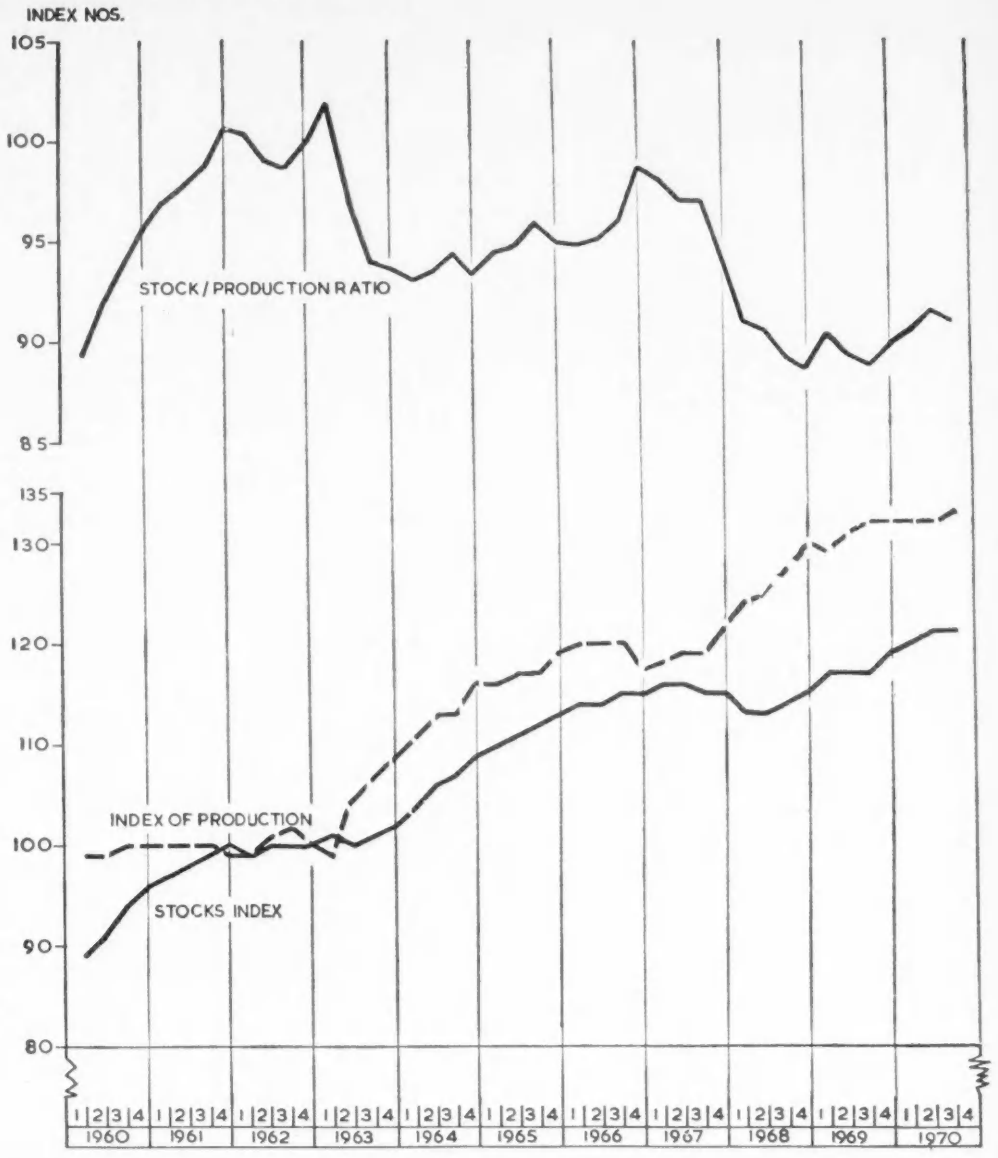
		Stock levels at 1962 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960 Q	1	89	99	89·5
	2	91	99	91·6
	3	94	100	93·7
	4	96	100	95·5
1961 Q	1	97	100	96·9
	2	98	100	97·8
	3	99	100	98·8
	4	100	99	100·7
1962 Q	1	99	99	100·3
	2	100	101	99·1
	3	100	102	98·6
	4	100	100	100·0
1963 Q	1	101	99	102·1
	2	100	104	96·9
	3	101	107	94·2
	4	102	109	93·7
1964 Q	1	104	111	93·1
	2	106	113	93·6
	3	107	113	94·4
	4	109	116	93·5
1965 Q	1	110	116	94·5
	2	111	117	94·6
	3	112	117	95·9
	4	113	119	95·0
1966 Q	1	114	120	94·9
	2	114	120	95·1
	3	115	120	96·0
	4	115	117	98·7
1967 Q	1	115	118	98·1
	2	115	119	97·1
	3	115	119	97·0
	4	115	122	94·2
1968 Q	1	113	124	91·1
	2	113	125	90·5
	3	114	128	89·3
	4	115	130	88·7
1969 Q	1	117	129	90·4
	2	117	131	89·4
	3	117	132	88·8
	4	119	132	89·9
1970 Q	1	120	132	90·6
	2	121	132	91·6
	3	121	133	91·0

Notes:

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purpose of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.

(3) The index number of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Retailers' stocks in October

THE VALUE of stocks at current prices held by retailers at the end of October showed an increase of 8 per cent over the corresponding month of last year; at constant prices there was an increase of 1 per cent compared with October 1969; this experience is much in line with recent months.

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The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1966	124	126	137	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	153	159	157	170	183	160
1970	151	154	164	167	167	168	162	170	168	183		
1969	*6*	*8*	*8*	*7*	*7*	*8*	*8*	*8*	*8*	*9*	*9*	*6*
1970	*7*	*5*	*4*	*6*	*4*	*6*	*6*	*7*	*7*	*8*		
At constant (December 1960) prices												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	128	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	135	144	126
1970	118	120	128	128	128	129	123	128	126	135		
1969	*1*	*2*	*2*	*2*	*2*	*3*	*4*	*3*	*3*	*4*	*4*	*3*
1970	*2*	*1*	*– 1*	*1*	*– 2*	*—*	*—*	*—*	*1*	*1*		

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in October 1970

Note: *All figures in this commentary are at current prices*

THE TURNOVER of the catering trades as a whole increased by 7 per cent in October compared with a year earlier, a slightly smaller increase than has been recorded in recent months. Laundries and dry cleaners increased their turnover by 4 per cent, in line with the average of the third quarter, whereas takings by hairdressers decreased by 1 per cent between October 1969 and October 1970; in the first three quarters of 1970 there has been no change compared with the corresponding quarters of 1969.

Catering trades

After allowing for seasonal movements, turnover in the catering trades showed no change in the three months ended October compared with the three months May-July, continuing the flatter trend noted in recent months.

Catering Trades' turnover

Seasonally adjusted index numbers of sales per week 1964 = 100

	1968	1969	1970		
1st quarter	116	122	133		
2nd quarter	116	126	137		
3rd quarter	118	126	136		
4th quarter	122	129			
				3 months ended July 1970	137
				3 months ended October 1970	137

The turnover of public houses increased by 8 per cent in October on a year earlier, the same increase as in the third quarter but a little less than in the first half year. Licensed hotels increased their turnover by 12 per cent compared with a year earlier, continuing the higher average increases recorded in 1970 compared with 1969. The turnover of restuarants, cafes, etc., was up by 2 per cent in October compared with the rather high turnover recorded in October 1969. The turnover of canteens increased by 5 per cent between October 1969 and October 1970, a larger increase than has been recorded in recent months, which owes something to the rather dull figure for October 1969.

Laundries and dry cleaners

The turnover of laundries increased by 4 per cent in October, in line with the average increase on a year earlier experienced in the first nine months of the year. Dry cleaners showed an unusually large increase of 5 per cent in October, compared with 2 per cent in the first nine months.

Hairdressers

Both men's hairdressers and women's hairdressers showed decreases of 1 per cent in turnover in October compared with a year earlier. In the case of mens' hairdressers the comparison is with a somewhat high figure for October 1969. The October experience for women's hairdressers is in line with the first nine months of the year.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*†

1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	93	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970		116	138	155		111	115	122	128	140	145	159	159	150	134		
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*8§*	*9*	*8*	*7*		*3*	*10*	*12*	*3*	*13*	*7*	*8*	*7*	*7*	*7*		
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970		103	152	199		95	99	113	127	154	171	211	206	184	145		
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*11§*	*14*	*9*	*11*		*10*	*15*	*17*	*6*	*17*	*6*	*13*	*8*	*11*	*12*		
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970		111	129	155		107	112	113	124	130	133	154	159	153	126		
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*9*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*6§*	*7*	*5*	*6*		*4*	*8*	*8*	*3*	*12*	*3*	*6*	*5*	*6*	*2*		
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970		123	143	150		118	120	129	132	145	149	155	153	144	137		
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*9§*	*10*	*9*	*8*		*2*	*12*	*15*	*2*	*15*	*10*	*8*	*8*	*7*	*8*		
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970		118	114	107		116	118	119	118	113	113	101	105	113	123		
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*-1*	*5*	*7*	*3*	*—*	*-1*
	1970	*1§*	*-2*	*2*	*2*		*-2*	*—*	*-3*	*6*	*-2*	*1*	*2*	*3*	*2*	*5*		

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The October 1970 period was the four weeks from October 4, 1970, to October 31, 1970, th October 1969 period was from October 5, 1969 to November 1, 1969.
‡ Includes catering contractors other than outside contractors which are included with restaurants, etc.
§ January-October.

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Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†* 1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970		98	110	107		96	100	98	110	110	110	110	106	106	110		
	1969	*1*	*1*	*2*	*2*	—	*4*	*– 1*	*1*	*2*	*4*	*1*	—	*1*	*4*	*2*	—	*– 2*
	1970	*3§*	*1*	*5*	*4*		*3*	*4*	*– 3*	*8*	*1*	*6*	*7*	*5*	*1*	*4*		
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970		101	113	110		103	103	97	112	111	114	113	109	107	112		
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	—
	1970	*4§*	—	*7*	*4*		*4*	*2*	*– 5*	*11*	*1*	*9*	*6*	*6*	*2*	*4*		
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970		94	105	103		85	96	99	105	109	102	105	100	104	107		
	1969	*– 2*	*– 3*	—	*– 1*	*– 3*	*3*	*– 5*	*4*	*– 1*	*2*	*– 1*	*– 4*	*– 2*	*3*	—	*– 3*	*– 5*
	1970	*3§*	*2*	*2*	*4*		—	*5*	*1*	*2*	*1*	*2*	*9*	*4*	—	*5*		

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†* 1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970		101	105	106		99	101	102	103	106	105	109	107	104	**104**		
	1969	*1*	*3*	*1*	—	*– 1*	*5*	—	*3*	*1*	*4*	*– 1*	—	*1*	*– 1*	*2*	*1*	*– 5*
	1970	—§	—	—	—		*– 1*	*4*	*– 2*	*– 2*	*– 1*	*2*	*1*	—	—	*– 1*		
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970		103	107	112		103	105	**100**	**100**	**103**	115	112	**113**	**112**	**110**		
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*8*	*4*	*1*
	1970	*1§*	*3*	*2*	—		*2*	*7*	—	*– 2*	—	*5*	—	*– 1*	*2*	*– 1*		
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970		100	104	104		97	99	103	105	107	102	108	105	101	101		
	1969	—	*3*	*1*	*– 1*	*– 3*	*7*	*– 1*	*2*	*1*	*4*	*– 1*	*– 1*	*– 1*	*– 2*	—	*– 1*	*–7*
	1970	*– 1§*	*– 1*	*– 1*	—		*– 2*	*2*	*– 3*	*– 2*	*– 2*	—	*2*	—	*– 1*	*– 1*		

For notes see Table 1.

Containers · Tanks or flats · Single trips · Round trips
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Foreign visitors to Britain in October

THE RATE at which foreign visitors are coming to Britain, measured after seasonal adjustment, rose again in October to its highest level this year.

Up to October, 4,093,000 foreign visitors came. The year's total is now likely to exceed 4½ million, against 3.8 million in 1969.

Though visitors from some more distant countries have shown the most remarkable increases this year, visitors from Western Europe are still much the most important group, and their numbers too – after allowing for seasonal factors – reached a new record level in October.

Number of foreign visitors
Thousands per month

	Total		Western Europe	United States
	Unadjusted	Seasonally adjusted		
1964	160	95		49
1965	180	108		56
1966	207	123		63
1967	227	134		70
1968	259	157		73
1969 Year	320	190		95
1st quarter	154	303	181	89
2nd quarter	356	321	197	90
3rd quarter	556	317	186	97
4th quarter	215	339	201	101
1970 January	149	350	200	108
February	147	351	201	109
March	296	397	228	125
April	312	372	227	105
May	415	383	238	107
June	509	372	223	112
July	822	351	200	113
August	681	384	220	123
September	447	392	226	122
October	315	399	240	117

The figures are based on Home Office records, and are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than United States citizens) arriving from the Irish Republic.

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page

Cinema admissions and takings in September

DURING SEPTEMBER, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 3.90 million and the weekly average of gross box office takings was £1.25 million.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

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Rubber for June 1970
Imported Timber for October 1970
Gramophone Records for September 1970
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Industrial Trucks and Tractors for Third Quarter 1970
Lace for Third Quarter 1970
Toilet Preparations for Third Quarter 1970

A complete list of titles of Business Monitor was last published in the then *Board of Trade Journal* on September 23, on page 620.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during November 1970 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,745	—	1,745
Over £100 but under £1,000	102	—	102
£1,000 but under £10,000	591	—	591
£10,000 but under £50,000	106	—	106
£50,000 but under £100,000	11	—	11
£100,000 but under £1,000,000	9	—	9
£1,000,000 and over	—	—	—
Total Number	2,564	—	2,564
Total amount of Nominal Capital	£ thous. 4,831	£ thous. —	£ thous. 4,831

Companies registered in Great Britain in 1969 and 1970

	1969		1970	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,077	6,597	2,087	5,528
February	1,892	7,408	2,156	7,556
March	2,227	25,151	2,464	5,098
April	2,066	5,614	2,556	7,657
May	2,089	6,272	2,322	10,323
June	1,979	5,643	2,670	6,097
July	2,133	10,764	2,573	16,272
August	1,880	4,667	2,280	4,355
September	1,841	6,324	2,461	6,404
October	1,806	5,062	2,615	6,726
November	1,988	4,221	2,564	4,831
December	2,150	4,399		
Total	24,128	92,122		

Registrations of British and foreign films

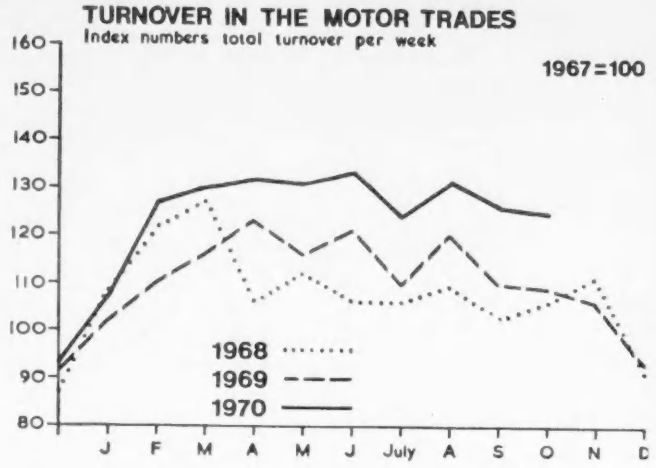
The following are details of films registered by the Department of Trade and Industry under the Films Acts, 1960 to 1970, during the week ended Friday, December 11, 1970. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Private Life Of Sherlock Holmes	Br/E 35185	125	December 8	United Artists Corporation Ltd.	Mirisch Films Ltd.
Bequest To A Village	Br/E 35190	21	December 9	Commonwealth United Entertainment (U.K.) Ltd.	Gerard Holdsworth Productions Ltd.
Henry 9 'Til 5	Br/E 35192	6	December 10	British Lion Films Ltd.	Bob Godfrey Films Ltd.
Movietone News 2166	Br/E 34947	8	December 11	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2166A	Br/E 34948	8	December 11	" "	" "
				FOREIGN	
Imperfect Murder	F 35186	94	December 8	Ranworth Film Services Ltd.	Rizzoli Films, Rome and Franco-London Films, Paris
The Last Warrior	F 35187	106	December 8	Warner Bros. Distributors Ltd.	Warner Bros. Pictures Inc.
Guess Who Is Sleeping With Us Tonight	F 35188	80	December 8	Butchers' Film Distributors' Ltd.	Arca-Winston Films Corporation GmbH, Berlin
Sweet Of Sin	F 35189	82	December 8	" " "	Terra Filmkunst, Berlin
A Married Couple	F 35191	97	December 10	Contemporary Films Ltd.	Allan King Associates, Toronto

Turnover of the motor trades in October

THE TOTAL TURNOVER of the motor trades in October was 15 per cent more than in October 1969. This was the same increase on a year earlier as in September and more than the average in recent months. Since all these comparisons are at current prices they include the effect of price increases.

Sales of new and secondhand motor vehicles in October were respectively 23 per cent and 19 per cent up by value on the corresponding levels a year ago: these increases are rather larger than the average in recent months. For sales of petrol, oil and accessories, together with receipts from servicing and repairs, the increase on a year earlier was 9 per cent. It is estimated that nearly half this increase was accounted for by higher prices.



Index numbers of turnover per week and percentage increases on a year earlier(†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	127‡	122	132	127		107	127	130	132	131	133	124	131	126	125		
	1969	*2*	*– 8*	*11*	*7*	*1*	*– 6*	*– 9*	*– 9*	*16*	*3*	*13*	*5*	*11*	*6*	*3*	*– 4*	*3*
	1970	*11§*	*11*	*10*	*12*		*5*	*15*	*12*	*7*	*13*	*11*	*12*	*9*	*15*	*15*		
Analysis of Turnover: Sales of new motor vehicles (£1,475 million)	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	125‡	125	133	120		100	132	139	136	128	134	112	130	119	117		
	1969	*– 4*	*–21*	*17*	*8*	*–12*	*–24*	*–20*	*–19*	*39*	*Nil*	*14*	*3*	*16*	*3*	*– 7*	*–24*	*– 2*
	1970	*14§*	*12*	*12*	*16*		*3*	*15*	*16*	*4*	*12*	*19*	*21*	*9*	*19*	*23*		
Sales of secondhand motor vehicles (£766 million)	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	115‡	112	121	114		92	119	121	125	123	115	110	124	109	113		
	1969	*– 3*	*–15*	*5*	*– 2*	*2*	*– 5*	*–20*	*–15*	*10*	*– 3*	*9*	*– 8*	*4*	*– 2*	*Nil*	*2*	*5*
	1970	*11§*	*10*	*7*	*15*		*4*	*15*	*11*	*6*	*14*	*3*	*16*	*14*	*16*	*19*		
All other sales and receipts (£1,958 million)	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	132‡	123	136	137		118	126	126	131	136	140	139	134	137	136		
	1969	*9*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*
	1970	*9§*	*10*	*10*	*8*		*7*	*15*	*9*	*9*	*13*	*7*	*6*	*6*	*12*	*9*		

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to October 1970.
§ Percentage change for period January to October 1970 compared with the corresponding period for 1969.

Record Northern Ireland trade figures

NORTHERN IRELAND exports rose by £73 million to a record figure of £669 million in 1969 when total trade increased in value to a new high of £1,397 million. According to a report on the country's external trade for last year released by Mr. Roy Bradford, Minister of Commerce, the export total represents an increase of just over 12 per cent on the 1968 figure of £596 million.

With the exception of 1968 when there was a 17.5 per cent rise over the previous year, the 1969 gain is the largest percentage increase in exports during the whole of the 1960's.

At the same time imports rose from £660 million to £728 million which represents an increase of 11 per cent over the 1968 figure. The import figures were also encouraging. A 19.6 per cent jump in 1968 was almost halved to show an upward trend of only 10.3 per cent.

The Minister of Commerce said: 'In the light of these figures we can hold our industrial head high. Even the most optimistic observer of the Northern Ireland scene last year could not have foreseen such an encouraging set of trade statistics.' Commenting on the efforts of Northern Ireland manufacturers and businessmen, Mr. Bradford added: 'By their efforts not only have we been able to hold our ground in world markets, but in spite of everything we have substantially improved our position.'

The £73 million increase in total exports was made up mainly as follows: an additional £40 million in manufactured goods, including furniture, clothing, footwear, scientific instruments, leather goods and textiles; £12 million in live animals and food; £12 million in crude materials; £1 million in chemicals; and £7 million in machinery and transport equipment.

According to the report, goods to the value of £576 million (86 per cent of total exports) were sent to Great Britain or to other countries via Great Britain; and £31 million (5 per cent) by sea direct to all countries except Great Britain.

Goods imported from Great Britain or from other countries via Great Britain were valued in 1969 at £533 million (73 per cent of total imports); imports by sea direct from all countries outside the United Kingdom were valued at £120 million (17 per cent).

A total of £61 million (9 per cent of exports) were sent across the land boundary to the Irish Republic, a 50 per cent increase on the 1968 figure, whilst imports from the Republic at £75 million showed an increase of 22 per cent.

MACHINE TOOL DELIVERIES AND ORDERS

Downturn in new orders

PROVISIONAL FIGURES show that new orders in the third quarter of 1970 dropped to the lowest level of any quarter in the last two years. Deliveries, however, maintained a steady upward trend and should exceed £200 million for the whole of 1970. Final figures for the second quarter indicate a downward revision in export new orders to £25·4 million.

Home market

Deliveries in the third quarter remained the same as the second quarter, at £31 million. New orders fell to £28 million and their total for the first nine months of 1970 was 4 per cent below the level of a year ago.

Export market

Export deliveries up to the end of September totalled £57 million and should reach £75 million by the end of 1970. New orders in the third quarter fell to £15 million. Export orders outstanding, however, now account for 45 per cent of all outstanding orders.

Numerically controlled machine tools

Total deliveries up to the end of June were 8 per cent above the same period of 1969. Total new orders were doubled. Export new orders accounted for 15 per cent of all machine tool export orders in the first half of 1970.

Table 1. Metal working machine tools orders and deliveries

£ million

	S.A. (‡)	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
		Total	Export	Home	Total	Export	Home	Total	Export	Home
1965		141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966		149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967		155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1968		153·1	53·2	99·9	105·5	49·1	56·4	166·9	60·2	106·7
1969		171·9	67·6	104·3	149·3	64·5	84·8	215·7	83·0	132·7
1969 1st quarter	39·1	41·3	16·0	25·3	114·8	50·2	64·6	50·6	17·1	33·5
2nd quarter	42·9	40·3	16·1	24·2	126·6	54·4	72·2	52·2	20·3	31·9
3rd quarter	44·2	43·7	15·9	27·8	133·0	56·7	76·3	50·0	18·2	31·8
4th quarter	45·7	46·6	19·6	27·0	149·3	64·5	84·8	62·9	27·4	35·5
1970 1st quarter	47·6	50·5	21·3	29·2	151·3	64·4	86·9	52·4	21·1	31·3
2nd quarter	51·9	48·3	17·0	31·3	162·0	72·7	89·3	59·0	25·4	33·6
3rd quarter p	50·6	49·5	18·4	31·1	155·7	69·4	86·3	43·2	15·1	28·1
4th quarter										
1969 January	13·6	14·3	4·6	9·7	109·0	51·2	57·8	17·8	6·8	11·0
February	12·9	12·1	5·1	7·0	110·8	50·8	60·1	14·0	4·6	9·4
March	12·6	14·9	6·3	8·6	114·8	50·2	64·6	18·8	5·7	13·1
April	13·3	11·0	4·6	6·4	119·1	51·4	67·7	15·4	5·8	9·6
May	14·4	14·3	5·3	9·0	123·0	52·5	70·5	18·2	6·4	11·8
June	15·2	15·0	6·2	8·8	126·6	54·4	72·2	18·6	8·1	10·5
July	15·5	14·3	5·0	9·3	127·5	56·3	71·2	15·2	6·9	8·3
August	12·6	11·4	4·4	7·0	133·0	57·1	75·9	16·8	5·2	11·6
September	16·1	18·0	6·5	11·5	133·0	56·7	76·3	18·0	6·1	11·9
October	16·4	15·9	6·3	9·6	140·6	60·8	79·8	23·5	10·3	13·2
November	14·3	14·4	6·5	7·9	146·4	63·4	83·0	20·2	9·1	11·1
December	15·0	16·3	6·8	9·5	149·3	64·5	84·8	19·2	8·0	11·2
1970 January	14·5	15·3	6·7	8·6	150·7	63·9	86·8	16·7	6·0	10·7
February	16·4	15·4	6·4	9·0	152·1	64·4	87·7	16·8	7·0	9·8
March	16·7	19·8	8·2	11·6	151·3	64·4	86·9	18·9	8·1	10·8
April	19·0	15·8	5·8	10·0	155·6	67·4	88·2	20·2	8·9	11·3
May	15·6	15·4	5·5	9·9	159·6	70·1	89·5	19·4	8·2	11·2
June	17·3	17·1	5·7	11·4	162·0	72·7	89·3	19·4	8·3	11·1
July p	15·9	14·8	4·2	10·6	164·2	73·7	90·5	17·1	5·3	11·8
August p	18·4	16·6	6·8	9·8	161·2	73·2	88·0	13·5	6·2	7·3
September p	16·3	18·1	7·4	10·7	158·7	69·4	86·3	12·6	3·6	9·0
October										
November										
December										
January-September 1970 p		148·3	56·7	91·6	155·7	69·4	86·3	154·6	61·6	93·0
January-September 1969		125·3	48·0	77·3	133·0	56·7	76·3	152·8	55·6	97·2
Percentage change		*+18*	*+18*	*+18*	*+17*	*+22*	*+13*	*+1*	*+11*	*−4*

p Provisional.
(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) Total deliveries – seasonally adjusted.
(§) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

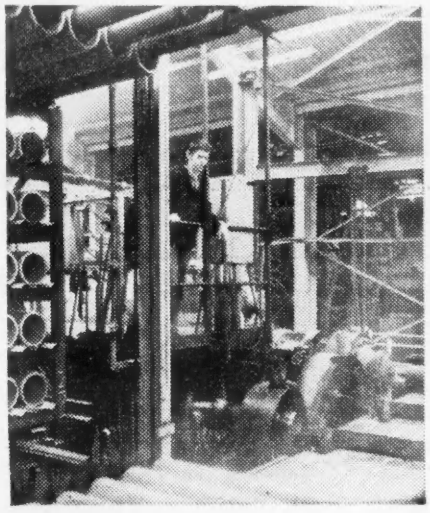
The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

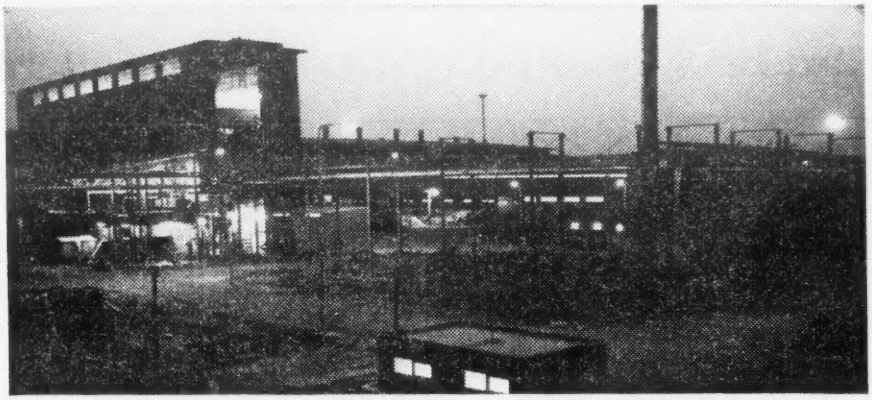
Table 2. Numerically controlled metal working machine tools

	Deliveries during the quarter						New orders received during the quarter					
	Total		Export		Home		Total		Export		Home	
	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.
1966	323	4,161		904		3,257	460	7,413	141	2,793	319	4,620
1967	458	7,503		2,534		4,969	469	10,429	101	3,688	368	6,741
1968	558	11,875	109	2,547	449	9,328	505	14,231	130	4,542	375	9,689
1969	543	14,627	189	6,141	354	8,486	693	17,602	248	6,870	445	10,732
1967 1st quarter	93	1,324		322		1,002	89	1,745	12	509	77	1,236
2nd quarter	112	1,385		308		1,077	124	3,577	36	2,135	88	1,442
3rd quarter	114	2,172		936		1,236	121	2,473	23	510	98	1,963
4th quarter	139	2,622		968		1,654	135	2,635	30	532	105	2,103
1968 1st quarter	157	3,322	35	860	122	2,462	91	2,075	11	222	80	1,853
2nd quarter	110	1,976	24	434	86	1,542	149	4,904	36	1,562	113	3,342
3rd quarter	129	3,025	23	623	106	2,402	147	4,496	44	1,755	103	2,741
4th quarter	162	3,552	27	630	135	2,922	118	2,757	39	1,004	79	1,753
1969 1st quarter	123	2,995	31	831	92	2,164	163	3,627	36	1,028	127	2,599
2nd quarter	140	4,012	45	1,617	95	2,395	149	3,022	54	1,238	95	1,784
3rd quarter	133	3,010	47	1,265	86	1,745	161	4,276	69	2,064	92	2,212
4th quarter	147	4,610	66	2,428	81	2,182	220	6,677	89	2,540	131	4,137
1970 1st quarter	135	3,692	52	1,387	83	2,305	215	6,039	120	3,205	95	2,834
2nd quarter	141	3,843	45	1,185	96	2,658	227	7,162	110	3,885	117	3,277
3rd quarter												
4th quarter												
January-June 1970	276	7,535	97	2,573	179	4,963	442	13,201	230	7,090	212	6,111
January-June 1969	263	7,007	76	2,448	187	4,559	312	6,649	90	2,266	222	4,383
Percentage change		*+8*		*+5*		*+9*		*+99*		*+213*		*+39*

Note: Prior to 1968 numbers for Export Deliveries were not collected.

BRITISH FIRM DESIGNS AND BUILDS IRAN'S FIRST MODERN PAPER MILL





The first modern paper-making plant to be established in Iran and one of the first paper mills using indigenous fibres to be built in the Middle East has been designed and built by a British company. The mill, which was officially opened on December 6 by His Imperial Majesty the Shah, has been built at Haft Tappeh in the Province of Khuzestan for the Pars Paper Co. Ltd. of Iran by Reed Engineering Services (Overseas) Ltd., a member company of Reed International Ltd. Reed is now to undertake a five-year operating and training contract for Pars through Reed Management Services (Overseas) Ltd. In addition to the work done by Reed, as the main contractors, over 30 of the sub-contractor and supply companies engaged on the project are British. Pictured are (above) a general view of the paper mill complex and (left) a view of the paper-making machine which will operate from bagasse pulp – sugar cane waste. It is estimated that the machine will ultimately satisfy 40 per cent of Iran's total requirements of printing and writing papers.

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.
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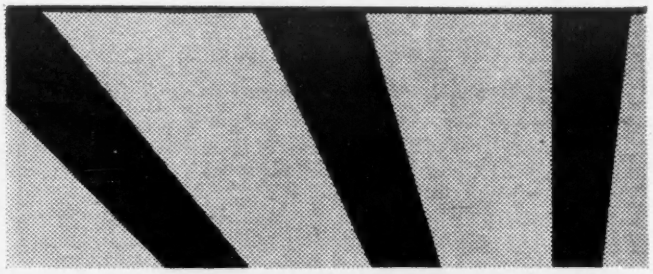
22nd. International Gifts Fair 1971

Blackpool England

31st. January to 4th. February

The fair will be open from 9a.m to 6·30p.m. daily



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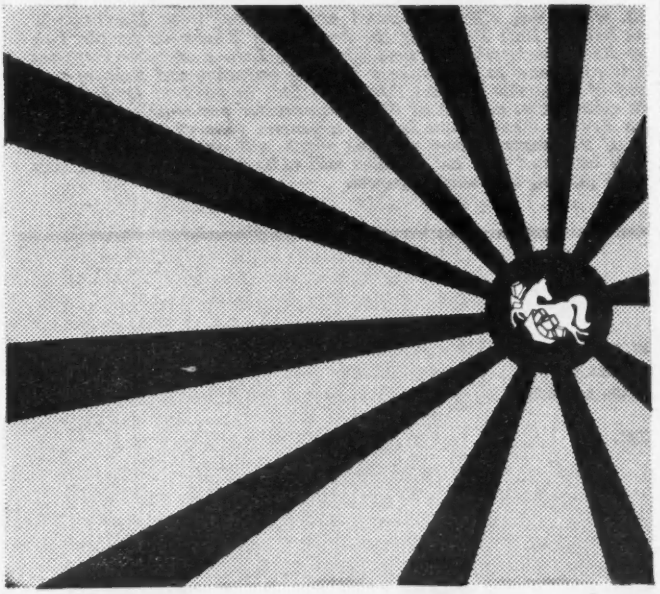

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Exhibitions and Fairs

Special attention shown to British area at Hotel/Motel Exposition, New York

A report from the British Trade Development Office, New York

THE 55TH National Hotel and Motel Exposition was held at the New York Coliseum, from November 9-12, and space was at more of a premium than the previous year, with some stands located outside of the main halls and alongside the escalators.

The first morning was restricted to restaurant dealers who were allowed time for a quiet appraisal of equipment before the general run of food industry personnel poured in. Thereafter the aroma of 'broasted' chickens, sizzling hamburgers, and spicy pizzas, rode the air currents down from the third floor for the balance of the show.

The Clenaglass Electric Washer Ltd. display at the Hotel/Motel Exposition, New York, was one of the British exhibits to attract considerable attention. Seen here are (left to right) Mr. C. S. Thomas and Mr. George Dawson, E. B. Adams Co., Washington, and Mr. C. J. W. Durham, Clenaglass.

This year the British area was the only national group and possibly enjoyed special attention as a result. Most of the British exhibitors reported traffic to be satisfactory, as were the preliminary results of four days of business. The British display was sponsored by the London Chamber of Commerce as a joint venture in conjunction with the Department of Trade and Industry.

Keen interest

Reporting on keen interest in their lines were Clenaglass Electric Washer Ltd. with a table-top glass washer, Cosmocord Plastics Ltd. with disposable plastic tableware in designs normally seen only in more expensive categories, and Drywite Ltd. with food products particularly slanted toward the fish-fry industry. Drakes Silversmiths Ltd. elegant line of mobile food servers attracted the attention of quality buyers to whom cost was of secondary interest. Slumberland Contract Furnishing Ltd. and SNS Communications Ltd. reported a high rate of interest and activity throughout the show.

With the rapidly increasing sorties into the United Kingdom market by major hoteliers and moteliers from the United States, the British exhibitors looked forward to promising opportunities of off-shore contracts with United States companies. With this in mind they judged participation in the Exposition as well worthwhile.

The 56th Exposition will be held at the Coliseum in 1971, from November 8-11.

A possible Soviet market for film equipment

A report from the British Embassy, Moscow

THE SOVIET Union is interested in seeing the latest equipment manufactured in the West for the film industry. An opportunity for British manufacturers to enter this market is presented by the first Soviet specialized exhibition to be held in 1971, 'Kinophototekhnika'.

This exhibition, to be held from March 4-15 in Sokolniki Park, Moscow, will cover the whole range of equipment for the film industry, including cameras, sound recording apparatus, lighting, film processing and editing, projection, electrical power and energy distribution and control-measuring instruments.

Purchasing Decisions

Firms manufacturing equipment in these, or related fields, are advised to consider the possibility of participating in this exhibition. Soviet purchases will almost certainly be influenced for some time to come by the equipment shown.

More detailed information about 'Kinophototeknika' can be obtained from Mr. J. R. Schaffer, Fairs and Promotions Branch, Department of Trade and Industry, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7246).

Sampan girls for the Boat Show

TWO SAMPAN girls who have never been further than Hong Kong harbour in their lives will become Boat Show celebrities overnight.

Both are members of HMS 'Tamar's' side painting parties – they repaint sides of ships and boats visiting the Naval Base – and live on junks in Hong Kong's Causeway Bay Typhoon Shelter.

And in January they will be sculling a sampan around a replica of HMS 'Tamar's' bull-nose jetty built on the pool in London's Earl's Court – part of the exhibition's Hong Kong theme.

The show will be opened on January 6 by Mr. Edward Heath, the Prime Minister.

About 700 boats will be on show – everything from luxury motor yachts at £50,000 to do-it-yourself dinghies and small inflatables, some £49,975 cheaper.

The show is sponsored by the *Daily Express*, and organized by The Ship and Boat Builders' National Federation.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

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If you're in the Hardware trade, you need to be in London at the end of January.
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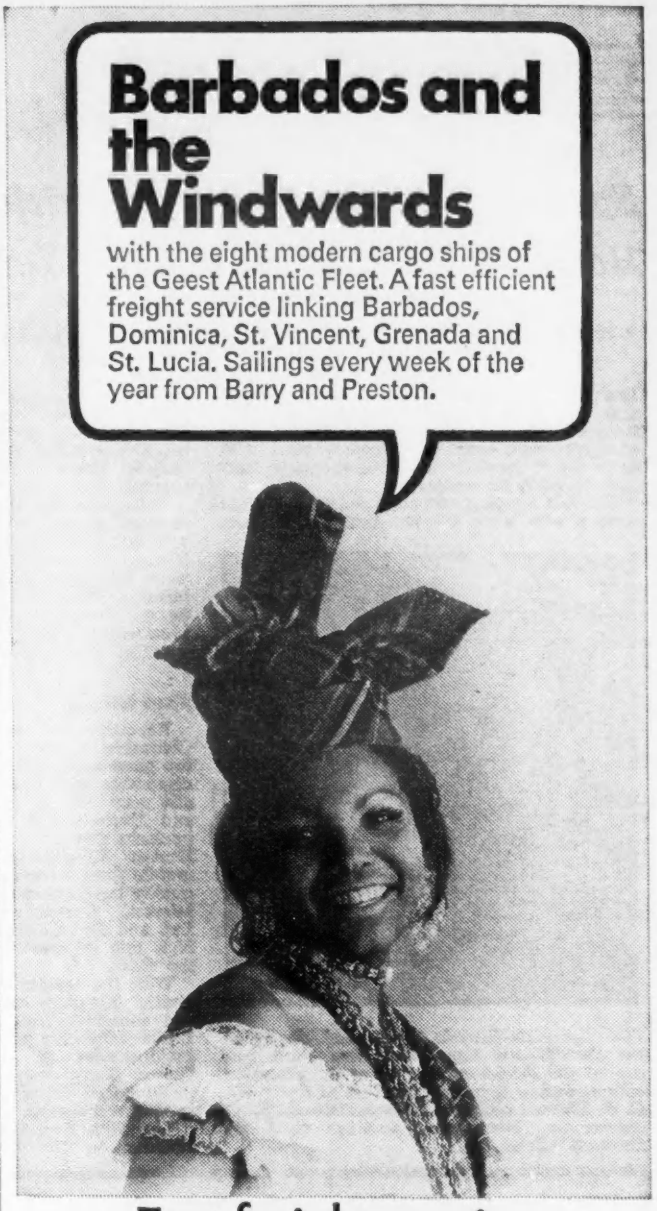

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McCormick Place-on-the-Lake exhibition centre opens in January, 1971

A report from the British Consulate-General (Commercial Department), Chicago

THE NEW McCormick Place exhibition hall and convention centre in Chicago will open with its first trade show on January 3, 1971.

Regarded locally as the finest exhibition and conference centre in the world, the new McCormick Place has risen on the site of its predecessor, which was destroyed by fire in January, 1967.

Alongside Lake Michigan at East 23rd Street, the new facilities total 2½ million square feet of space, including 576,000 square feet of exhibition space on two levels, a 5,000 seat theatre, six little theatres, a drive-through mall and eight restaurants.

McCormick Place-on-the-Lake, to give it its full title, is likely to become familiar territory to British exhibitors at national trade shows in the United States.

Starting with the National Sporting Goods Association Show in February they will take part in six joint ventures there, under the auspices of the Department of Trade and Industry, in the first half of 1971.

Monsieur Jacques Duhamel, French Minister of Agriculture, receives a presentation pack of British foods at the Paris Salon International de l'Alimentation during his official visit to the British joint venture stand. Seen here (left to right) are Monsieur Philippe Le Coq de Kerland, Commissaire-Général du Salon, Monsieur Duhamel, Monsieur Raymond Dailey, Président du Salon, Mr. Peter Laurence, Counsellor (Commercial), British Embassy, and Mr. Tim Stocker, British Food Export Council.

Office equipment on show in Kuwait

THE BUSINESS Equipment Trade Association is organizing an exhibition of Business systems and equipment at the Hilton Hotel in Kuwait from January 24 to 28, 1971, with the assistance of the Department of Trade and Industry.

The companies taking part are Addressograph-Multigraph Ltd., Block & Anderson Ltd., Chatwood-Milner Ltd., Chubb & Son's Lock & Safe Co. Ltd., Expandex Ltd., Gem Photocopying Machines Ltd., Linguaphone Institute Ltd., Norwood Steel Equipment Ltd., Pitney-Bowes Ltd. and Rotaprint Ltd.

The exhibition is part of a British Trade Drive in Kuwait during 1971.

Furnished rooms feature at Furniture Show

APART FROM the exhibitors' stands at the International Furniture Show (Earls Court, February 1-13) there will also be 45 furnished rooms on display in the living homes village.

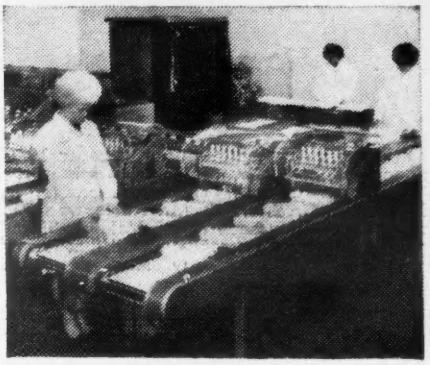
How to make the most of space . . . what you can achieve with colour . . . furnishing on a limited budget . . . these are some of the practical themes that will be seen in the living homes.

Second 'combined' Lightshow

OVER 160 companies will be represented on 122 stands, occupying between them some 47,000 square feet of display space, at Lightshow, which will be held at Olympia (January 10-15).

The 1971 appearance will be the second in the series of 'combined' lightshows – covering domestic and decorative lighting as well as the full range of the commercial and industrial fields.

The combined exhibition is held every two years (in the uneven years) – and alternates with an exhibition (in the even years) devoted exclusively to domestic and decorative lighting.



A Ben Nevis Danpacker high capacity automatic egg grading and packing unit, incorporating the company's latest horizontal loader as seen at the International Poultry Show, Olympia, London (December 8-10). Recent sales of similar units have been to Africa, Australia, Greece, New Zealand and South America.

Tons of tools at the Hardware Trades Fair

TOOLS – POWERED and hand of every shape, size and description – will go on show when the 17th International Hardware Trades Fair begins its five day run in the Grand, National and West Halls, Olympia, on January 25.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibtions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance – three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in Trade and Industry.

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Mr. Noble announces engineering exhibition in Singapore next October

'WE PROPOSE to stage a full-scale engineering exhibition in Singapore during October 1971' announced Mr. Michael Noble, Minister for Trade, Department of Trade and Industry in London on December 10. Mr. Noble, who was speaking at a luncheon of the Malaysia-Singapore Commercial Association, said that it was important to correct any impression that Britain had forgotten or was ignoring the buoyant markets of Malaysia and Singapore. 'This can be done by regular visiting,' he said. 'HMG as you know helps with the cost of approved missions. BNEC (Asia) has a sub-committee concentrating on export promotion problems in Malaysia and Singapore and will welcome suggestions for improving our image. Incidentally, I am very grateful for the time and advice given by industrialists who have agreed to be members of this group.'

Mr. Noble stressed that it was necessary to create and maintain a reputation for high quality, reliable delivery and prompt, efficient servicing. 'This is largely in your hands', he said.

Earlier the Minister had spoken of Britain's contribution to Singapore's achievements. 'The United Kingdom is the biggest single source of investment in Singapore's manufacturing industry,' he said, 'providing over one-third of all foreign investment. Today there are some 40 manufacturing operations in Singapore in which the British have a substantial interest. Our special aid funds have financed the conversion of the naval dockyard to commercial use and enabled many other important development schemes to be started.

'In Malaysia also, British investment heads the list. A high proportion is of course in the agricultural sector. The movement towards manufacturing investment in Malaysia has still to gain its full momentum. I hope that British interests will play their full part in stimulating it. British credit and British aid funds have made their impact across the whole spectrum of the Malaysian economy, with the provision of diesel-electric locomotives for the Malaysian Railways; participation in the Port Dickson power project; the financing of many consultancy projects such as the land development scheme in Johore; assistance in the establishment of rubber factories for smallholders and in the vital sphere of technical education; participation in industrial estate development. All these are helping to raise living standards in the rural areas and lay a sound economic foundation for the future.'

Further information about the Exhibition may be obtained from Fairs & Promotions Branch, Hillgate House, 26 Old Bailey, London, E.C.4. (Mrs. I. M. Janzen. Tel. 01-248 5757 Ext. 7093). Completed applications to participate should be returned not later than January 15, 1971.

Government Publications

required by customers in the Midlands may be obtained quickly from

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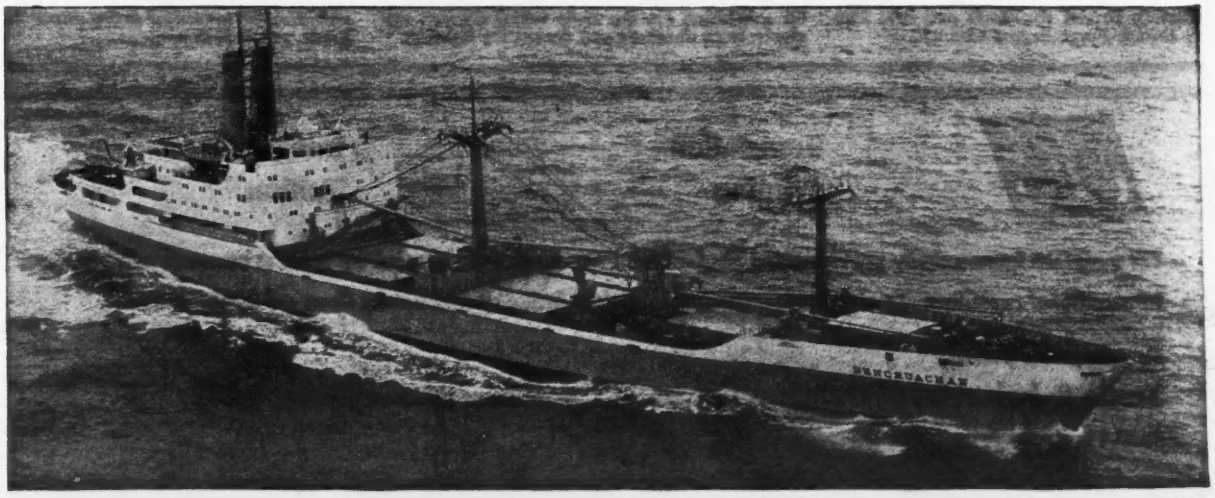

BL146

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Memorandum of Understanding with Finland

A MEMORANDUM of Understanding on the development of co-operation between the United Kingdom and Finland in the fields of industry, technology and applied science was signed in London on December 8. Mr. Michael Noble, Minister for Trade, Department of Trade and Industry, signed on behalf of HM Government. Mr. Olavi J. Mattila, Minister of Foreign Trade, signed on behalf of the Finnish Government.

Under the terms of the memorandum a Joint Commission consisting of not more than 12 members will be established. Up to six members of the Commission will be appointed by each Government and it will meet when required alternately in Helsinki and London. Its members will include a representative of the Ministry of Commerce and Industry of Finland and of the Department of Trade and Industry of the United Kingdom, and may also include representatives of other Goverment departments and of industry from each country.

The Memorandum of Understanding gives expression to the importance which both Governments attach to the promotion of technological co-operation between Britain and Finland, particularly in the form of closer contacts between industrial enterprises in the two countries.

Trade between Britain and Finland is currently running at a rate of about £300 million a year and is increasing in both directions. The British and Finnish Governments hope that the conclusion of this Memorandum of Understanding will provide a basis for the further expansion of this trade.

Spain and Yugoslavia

IN THE *State Gazette* of November 30 the Spanish authorities announced that imports from Yugoslavia will be subject to the liberalized and globalized trade regime already applied to imports from OECD countries (Order of the Ministry of Commerce dated July 29, 1959; Spanish *State Gazette* dated July 30, 1959).

No further details are at present available.

During the recent Naval Materials Week over sixteen senior Naval officers from 11 countries visited P. W. Allen and Co., where they saw the vast range of Allen Visual Inspection Equipment. This was developed in recent years for the Royal Navy, and is now being sold to overseas navies.

Iran and Romania

A TRADE protocol between Iran and Romania was signed in Bucharest on October 23, following 10 days of economic and commercial talks. The text of the protocol has not yet been released, but according to an Iranian press report Romania has agreed that experts from the two countries should investigate production and work out necessary co-operation for the sale of the production of the Tabriz tractor plant in Asian and Romanian markets.

Iran is to sell to Romania industrial products totalling US$80 million over the next five years. These products include motor vehicles, refrigerators, washing detergents, sulphur, shoes, plastic articles and textiles. Romania will export paper, vegetable oil, dairy produce, caustic soda and cement to Iran.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Division 4, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

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ECGD backing for export contracts

TUGS AND DREDGING EQUIPMENT FOR CUBA

THE EXPORT CREDITS Guarantee Department has signed a Buyer Credit Guarantee covering the financing of a contract for the procurement and sale of tugs, a cutter dredge, dredge machinery, spares and ancillary equipment to Cuba.

The contract, worth more than £2·5 million, is between Empresa Navegacion Mambisa of Havana and Seadrec Ltd., of Paisley. Seadrec have placed sub-contracts with various United Kingdom companies for the manufacture and supply, during the next 15 months, of two tugs, a 24 inch cutter dredge, 16 inch dredge machinery, spares and ancillary equipment.

A loan, of £2·046 million, to finance the contract is being made available to Banco Nacional de Cuba by N. M. Rothschild & Sons Ltd., who are acting on behalf of a syndicate of banks comprising Bank of Scotland, The Royal Bank of Scotland Ltd., Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., and National Westminster Bank Ltd. The loan is repayable over a period of 5 years from the scheduled date of delivery.

POWER STATION FOR NEW ZEALAND

THE ECGD has signed Financial Guarantees covering two contracts, together worth nearly £18 million, placed with British companies by the Electricity Department of the Government of New Zealand for the supply of plant and associated services for a new power station to be built at New Plymouth, on the west coast of North Island.

One contract, worth £11·47 million, includes a United Kingdom element of approximately £6·9 million and has been placed with International Combustion Ltd., of London. Under the contract International Combustion will supply five 120 MW reheat steam raising units and auxiliary plant, and provide associated services.

The other contract has been placed with C. A. Parsons & Co. Ltd., of Newcastle-upon-Tyne, and is for the supply of five 120 MW alternators and associated services. This contract is worth approximately £6.5 million of which the United Kingdom element amounts to over £5 million.

Consultant engineers for the project are Preece, Cardew and Rider of Brighton.

Two London banks are making loans available for the financing of the United Kingdom content of each contract. The International Combustion contract will be financed by a loan, of approximately £6.9 million, which is being made available by Midland Bank Ltd. A loan, of approximately £5.2 million, is being made available by Barclays Bank Ltd., to finance the Parsons contract. Both loans are repayable over a period of 10 years from the mean date of commissioning.

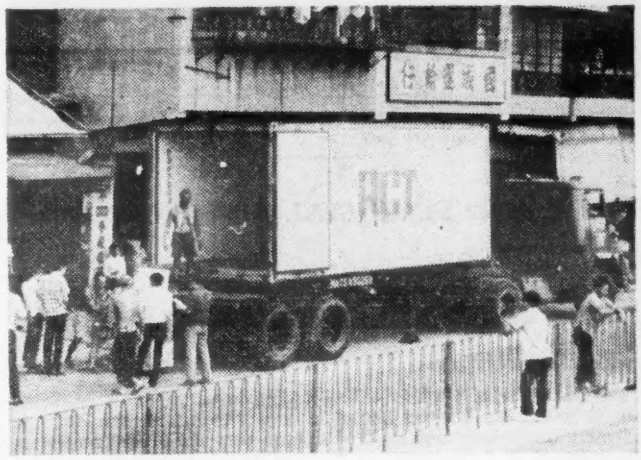
NEW POLICE HEADQUARTERS FOR DUBAI

THE ECGD has signed a Buyer Credit Guarantee covering the financing of a contract, worth approximately £1.8 million, between Shaikh Rashid Bin Said Maktoum Al Hasher, the Ruler of Dubai, and Bernard Sunley & Sons Ltd. of Beckenham.

Under the contract Bernard Sunley will be responsible for the design, supply of equipment and materials and the construction of a new police headquarters in Dubai. On-site work is expected to start in the very near future and the contract is scheduled to be completed in February 1973.

The consulting engineers for the contract are Robert Matthew, Johnson-Marshall and Partners.

A loan, of approximately £1.14 million, is being made available by Exporters' Refinance Corporation Ltd., acting on behalf of Barclays Bank Ltd. and National Westminster Bank Ltd. The loan is repayable over a period of five years from the scheduled date of completion of the contract.



On board 'Benarkle' when she arrives at Liverpool on December 14 will be a 20ft. container of footwear, being Ben Line's trial shipment from Hong Kong to Liverpool in accordance with the experimental rules announced by all members of the Far Eastern Freight Conference. Picture shows the container being loaded with footwear at Sik Yuen's factory at Taikoktsui in Kowloon prior to being loaded on 'Benarkle' in Hong Kong.

EXPORT HANDBOOKS

The Department of Trade and Industry has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), *DTI, 1 Victoria Street, London, S.W.1.*

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Dominican Republic, Israel, Peru and Thailand have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Hillgate House, 35 Old Bailey, London, EC4M 7HU. (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

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Translation Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)

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LANGUAGE TRANSLATION SERVICES, 5 Marsh Street Bristol BS1 4AA. (Telephone: Bristol 21381)

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal) *or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Agricultural engineers visit United States

'THE people we met during our visit to the United States regard us as being hard-selling exporters – we are very pleased with our visit,' said Mr. John E. Colman, leader of a recent trade mission to the United States sponsored by the Agricultural Engineers Association.

Members of the mission attended the combined conventions of the Farm Equipment Wholesalers and Farm Equipment Manufacturers Associations in Chicago, and later the annual convention of the California Equipment Dealers Association at Monterey. The mission was regarded as highly successful.

Mr. E. C. Lanning, secretary of the mission said: 'This visit – a follow-up on last year's first agricultural engineering mission to the United States – proved to be most satisfactory, thanks particularly to the outstanding co-operation proffered by the British Consulate-General, Chicago.'

EXPORT TOURS

Back from lecture tour

BACK recently from a 10-day visit to Eastern Europe, during which they delivered lectures to leading chemical, oil and mining scientists and engineers in Poland, Hungary and Romania, are Mr. Roland Cunnell, a director of J. & S. Sieger Ltd., the gas alarm and detection specialists of Poole, Dorset, and Mr. Gerald Moore, the company's chief engineer (research and development).

Official invitations to deliver the lectures, which covered the whole field of gas detection systems and expertise, with particular reference to explosive and toxic situations, were extended to Mr. Cunnell during the course of business visits to Eastern Europe last year.

Siegers now have a number of contacts in all three countries and are steadily developing their exports there.

Arrangements are in hand with the Publicom State exhibition Group for an exhibition of the company's equipment in Romania next February.

Perfumed products survey

MR. A. J. CURTIS, chairman of Proprietary Perfumes Ltd., Ashford, Kent, is currently visiting Pakistan, Thailand, Malaysia and Australia. He is continuing a survey of countries outside Europe where there have been substantial increases in the demand for perfume in such products as soap, detergents and toiletries.

Visiting South Africa

MR. G. E. R. WRIGHT, managing director, PSC Equipment Ltd., Iver, Bucks., left recently for South Africa to promote the company's wide range of products. He has been involved in a specialist capacity on a number of projects in South Africa, where the company's main supplies include pre-stressing and post-tensioning equipment, bridge bearings, etc.

While in South Africa, Mr. Wright hopes to establish agencies for the company's wholly owned subsidiary, The Universal Door Co. Ltd., formed about two years ago with the primary aim of meeting the need for a rationalized supply of standard matching doorset ranges for public, commercial and institutional buildings.

Airport assistance for exporters

One man's unusual contribution to the export drive was acknowledged recently by the British National Export Council. Mr. Doug Caldicott, BOAC district sales manager at Heathrow Airport, London, was invited by the BNEC to a private reception so that he could be thanked for his assistance at the airport over the years to exporters flying out on overseas missions.

Mr. Caldicott was presented by Mr. Peter Tennant, director-general of the BNEC, with a set of gold cufflinks designed by the late BNEC chairman, Sir Peter Runge.

BNEC missions on BOAC worldwide routes have grown steadily in the past few years – already this year there have been 68 missions totalling almost 1,000 exporters.

Knitting executive in Australasia

MR. BRIAN BERRIDGE, knitting machinery sales manager of Platt International Ltd., recently completed a successful tour of Australasia. The main purpose of the tour was to launch the new Platt range of two- and three-bar Copcentra warp knitting machines, which will knit on three bars at speeds up to 1,000 courses per minute and are claimed to be the fastest in the world. When used as a two-bar machine, the 84-in. model will knit at 1,500 courses per minute – equal to the standard two-bar Copcentra machine.

Of particular interest to the trade was the Copcentra 3HPO machine, designed for the manufacture of men's and ladies' polyester suitings.

Colonel C. A. Carena – general administrator of the Argentinian state-owned mining company, Yacimientos Carboniferous Fiscales – spent two and a half weeks in Britain recently touring power stations, coal mines and mining equipment factories. His visit was arranged jointly by Powell Duffryn Technical Services (PDTS) and the Association of British Mining Export Manufacturers (ABMEX). PDTS are halfway through a five-year contract providing technical advisory services to Yacimientos Carboniferous Fiscales for the modernization and extension of the Rio Turbio coal mine at the southernmost tip of Argentina. Pictured on a visit to West Thurrock power station are Colonel Carena (centre), Mr. Hugh Kelly (left), director and chief mining engineer of PDTS, and Captain Alexander Armstrong (right), assistant marine superintendent of Stephenson Clarke Shipping Ltd.

Back from three-week tour

A 600 PER CENT INCREASE on last year's sales targets for his newer Scandinavian agents (who easily outstripped their 1970 targets) has been announced for 1971 by Mr. John Roberts, sales manager for Brookdeal Electronics Ltd., Bracknell, Berks., on his return from an extended tour of all the company's European agents.

During a three-week trip, Mr. Roberts spent one day each with agents in Paris, Madrid, Milan, Zurich, Munich, Vienna, Copenhagen, Amsterdam, Helsinki, Stockholm and Oslo, discussing 1971 sales programmes for the Brookdeal '400' series of signal recovery instruments.

The company's longer established agents have also forecast big increases for next year so that Mr. Roberts was able to calculate an overall increase of at least 50 per cent on last year's sales targets.

Another result of the trip was to appoint Brookdeal's first agent for Spain, and he also discussed developments with recently appointed agents in Paris and Munich.

With exports accounting for 60 per cent of Brookdeal's turnover, Mr. Roberts plans to return next spring.

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Fault-monitoring equipment for Spain

A new power station of the Empresa Nacional de Electricidad being built at Compostilla, Léon, Spain, will have fault-monitoring equipment (a Series 119 sequential events recorder) supplied by Scama Ltd., Bury St. Edmunds. This equipment will be supplied to Wat SA, Madrid, contractors for the project's instrumentation. The contract for the events recorder and solid state Series 70 annunciator equipment has a value of approximately £20,000. Compostilla power station is the first in Spain to use the Scama events recorder.

Another American contract

The Production Group of the United Kingdom Atomic Energy Authority has concluded arrangements with Western Nuclear of the United States for the conversion to uranium hexafluoride of some 800,000lb. of uranium ore concentrates of United States origin.

The conversion work will be undertaken at the Authority's fuel plant at Springfields, Lancs. After conversion, the material will be returned to the United States for enrichment by the United States Atomic Energy Commission and subsequent use in the manufacture of fuel elements for several electric utilities in the United States.

On August 20 this year the UKAEA announced that the Production Group had concluded arrangements with Combustion Engineering of the United States for the conversion to uranium hexafluoride of some 3 million lb. of uranium concentrates of United States origin.

Danish orders for navigation aids

Mercandia Rederierne (Per Henriksen), Copenhagen, have ordered Sperry navigational packages to meet the requirements of the first 10 ships in a new series of small, world-wide trading vessels. The ships were ordered recently from Frederikshavn Shipyard and Drydock Ltd. Each will have Sperry radar (7in.); an SR 120 gyro compass; and, to provide a choice of hand-electric or automatic steering, a tiller gyropilot. The small-ship package is offered at a remarkably low cost, total value of the order being approximately £30,000.

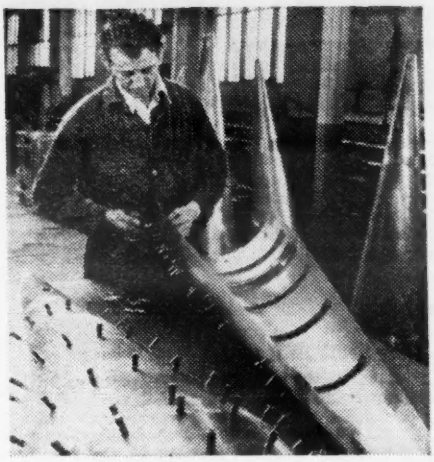
£1.25 million order from Hong Kong

British Insulated Callender's Construction Co. Ltd. have received an order worth £1.25 million from China Light and Power Co. Ltd., Hong Kong, to design, supply and install a 132 kV three-phase double circuit overhead line network in the New Territories. Installation is being carried out as a joint venture with Steel Structures, Hong Kong.

Turbine generators for California

A contract worth about £20 million for two 1,100 MW turbine generators for the San Onofre nuclear power station in California has been placed with the General Electric subsidiary, English Electric-AEI Turbine Generators Ltd. by Southern California Edison Company and San Diego Gas and Electric Company.

Work on the turbines has already started at English Electric-AEI factories in Rugby, Stafford, Trafford Park and Larne. Commissioning of the first is expected in June 1975 and the second a year later.



A metal worker at the Leeds factory of Hudswell Badger pre-fixing formers to the stainless steel shells of the split nose cone of a British Aircraft Corporation Skylark, one of the largest and most successful of the world's high altitude sounding rockets. Hudswell Badger manufactures complete airframes for Skylark.

Caribbean order worth £10,000

A £10,000 shipment of over 84,000 reaper files, part of a large order, has been despatched to the Caribbean by John Bedford and Sons Ltd., the Sheffield-based Tarmac Derby group company which specializes in hand and mining tools and steel bars.

Reaper files are special tools for sharpening sugarcane knives and agricultural bladed instruments.

Saudi Arabia planning project

An agreement has been signed between the Saudi Arabian Government and Messrs. Robert Matthew, Johnson-Marshall and Partners for a planning project with a budget of £625,442. The consultants are to prepare a regional development plan for the western area of the Kingdom, which is about the size of the United Kingdom. The project includes the making of aerial photographs and preparation of new maps of the area and the updating of existing maps; the evaluation of present conditions of the region and its main cities and recommendations for dealing with all aspects requiring immediate action; a framework for a regional physical plan and development programme; master plans and reports for development of major cities of the region; and detailed plans for areas where specific and immediate development is required.

£3.4 million Argentine order

Equipment worth £3.4 million is to be supplied by member companies of the General Electric Co. Ltd. for the El Chocon project in the Argentine. The contract has been awarded by Hidroelectrica Norpatangonica SA (Hidronor). The equipment includes four synchronous compensators to be built by English Electric-AEI Turbine Generators Ltd.

Assignment in Morocco

Powell Duffryn Technical Services, international consultants in mining, engineering and management, have been appointed to design the deepest mine shaft in North Africa. The shaft, at the state-owned iron ore mine at Quixan, Nador Province, Morocco, will be of circular section descending 1,312 ft.

The assignment also includes designing the shaft stations and ore measuring pockets, as well as providing an advisory service on tenders.

£200,000 print order

A major North American order for the British Printing Corporation is the printing and binding of one million copies of Harver Junior World Encyclopedia. The order, obtained in competition with the United States and Continental printers, is worth nearly £200,000 and will be executed by Purnell and Sons Ltd., near Bristol, and Dorstel Press, Harlow.

The contract follows Harver's success with an initial order of 840,000 copies of the encyclopedia in March this year.

BPC announced a record £355,000 order, also for the United States, on September 11.

Roadbuilding machines for Colombia

Roadbuilding machinery valued at some £350,000 is to be supplied to the Ministry of Public Works, Republic of Colombia, by Aveling-Barford Ltd., of the British Leyland special products division. The contracts awarded call for 95 road rollers, all powered by Perkins diesel engines.

Repeat order from Spain

Fisons fertilizer division has received a contract for a second 500-tons-a-day Minifos (powder ammonium phosphate) plant from Fosforico Espanol SA, Madrid, Spain. This second plant will be built adjacent to the first unit at Huelva, on the south-east coast of Spain.

Due for commissioning by the spring of 1972, the new plant is the eleventh contract secured by Fisons for their Minifos process in the past two years. More than 1 million tons of Minifos capacity has now been sold overseas.

Singapore buys 'know-how'

An agreement to buy technical knowledge for the cold press moulding of glass reinforced plastics from Armshire Reinforced Plastics Ltd., Slough, has been signed by L. K. Fiberglass Co., part of the Lamkok Trading Company group of Singapore.

Seven countries are now covered by such contracts with the Slough company, its expertise been sold previously to Sweden, Norway, Finland, Holland, Japan and Canada.

Inspection of Tanzanian bridge

An engineer for the independent testing and inspection company, British Inspecting Engineers Ltd., London, is to supervise welding work during the construction of the Ruaha Bridge, on the new Morocoro-Iringa road in Tanzania. The inspection contract was placed by the contracting consortium, Stirling-Astaldi (Services) Ltd., and involves the supervision of welding carried out by local labour.

A BIE engineer has also visited the Dorman Teesside branch of the British Steel Corporation, where steelwork for the bridge is being fabricated, to discuss the suitable welding procedures.

Centrifugal fan for sinter plant

Sturtevant Engineering Co. Ltd., Denton, Manchester, have won an order from Centrozap, the Polish organization, for a large centrifugal fan for installation in a new lead zinc sinter plant in Poland. This order was gained in the face of strong competition from West German and other European manufacturers and followed the visit to Poland last February of Mr. L. M. Pazowski, Sturtevant's East European project consultant, for discussions with Centrozap and the management of the new plant. The final details of the contract were concluded at the Poznan Fair, where Sturtevant exhibited with great success.

Norwegian printers buy British machines

Cobar Precision Company (Greenwood & Batley group) of Leeds is to supply two carbon tissue development machines to Norway's second biggest magazine publishing house, A/S Hjemmet of Oslo. Carbon tissue development is an integral part of the photogravure printing process by which most long-run colour magazines are produced.

Belgian plant places further orders

Two years ago Papeteries Cartonnerie Reunies SA, Belgium, began production of corrugated board with the installation of a new Langston Masson 101 compact corrugator and a 511F printer slotter. Since then the corrugator has run consistently, first on a daily one-shift basis then on two shifts, producing high quality board.

As board demand has increased, so the Belgian firm has expanded both its plant and production and the latest phase is marked by the purchase of a Langston Masson 96-in. heavy duty corrugator from Masson Scott Thrissell Engineering Ltd., London. A 253 Langston Masson Flexo folder gluer has also been ordered. The machines will be installed by the middle of 1971.

Machinery for Yugoslav factory

Machinery for a new factory in Croatia, Yugoslavia, now being built to produce stainless steel and enamelled domestic holloware, has been ordered from Joseph Rhodes & Sons Ltd., Wakefield – a Lindustries company – for delivery in 1971. The £40,000 order was placed by Auton Industrial Equipment Ltd., Edenbridge, and comprises four series DA double-action drawing presses and RF series open-front presses, which will incorporate a number of modifications to suit the customer's special requirements.

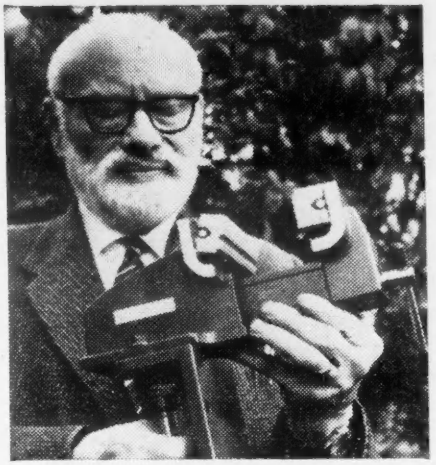
In the past 12 months Joseph Rhodes have obtained orders worth £250,000 from 23 countries. This figure represents an increase of 70 per cent over the previous year and a similar rate of expansion is expected to be maintained over the next year.

Romanian order for asbestos yarn

Scandura Ltd. (BBA group), Cleckheaton, Yorks., have won an order for the supply of 254 tons of asbestos yarn to Romania for the manufacture of friction materials. The order was placed by Virtocim, the state buying agency in Bucharest, after approaches from Scandura's export division.

This is the company's second large Romanian order within 12 months. Earlier this year 200 tons of yarn were supplied to Technoimport, Bucharest, for the production of engine packings and brake linings.

The yarn will be shipped in 2,500 cartons. The cardboard cartons are being supplied to specification by MacMillan Bloedel Containers Ltd., whose factory is adjacent to the Scandura plant at West Auckland.



Mr. John Worthington, 72-year-old inventor, examining a Lockjaw vice, which has a three-dimensional grip from grooved and slotted jawgrips, and a rocker self-adjusting mechanism for tapered shapes. Invert the 'rocker' jawgrip, and it locks on the straight. Jawgrips interchange by means of a simple snap action, giving a choice of a hard metal grip (in silicon-rich alloy) or hard rubber. The Lockjaw, made by the Vice and Workholding Co. Ltd., Crayford, Kent, has been the subject of inquiries from 20 countries and orders have been received from Canada and Thailand.

Russian order for distress signals

A Russian order for 2,270 'Manoverboard' combined smoke and light lifebuoy markers has been received by Pains-Wessex Ltd., Salisbury, a member of the British Match Corporation.

This is the second substantial order for the 'Manoverboard' placed by Sudoimport, Moscow, during the past 12 months. Between February and November of this year the company exported 3,500 of these lifebuoy markers to Russia.

£4.25 million package power deal

John Brown Engineering (Clydebank) Ltd. have been awarded a £4.25 million order for package power plants in Buenos Aires. Seven industrial gas turbine generating sets will supply 130 MW for base load and for peak lopping duties in that city. The customer is SEGBA (Servicios Electricos Del Gran Buenos Aires) and the installation will be commissioned between June of next year and January 1972.

This is claimed to be the biggest order of its type ever placed in South America with a United Kingdom gas turbine manufacturer.

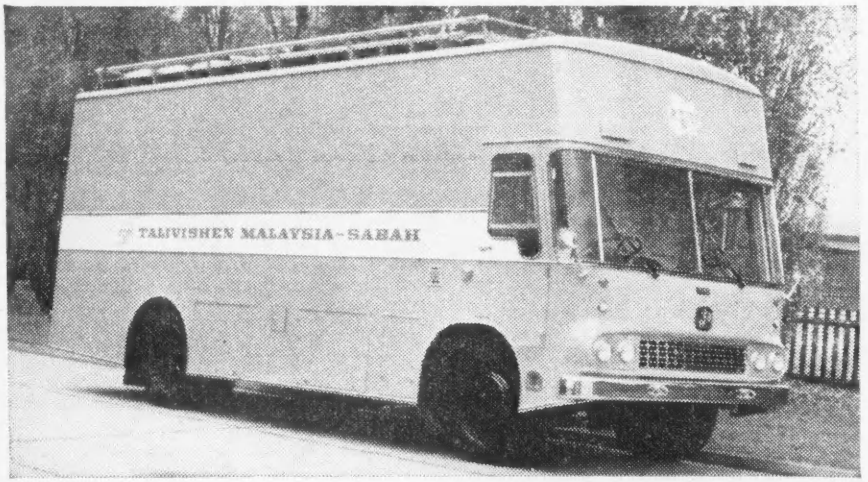
In 1967 JBE won its first prime order for two gas turbines for Bangkok, Thailand, and that year shipped four units. In 1968 JBE shipped eight units, and in 1969 a total of 11. This year 29 units will have been shipped by Christmas – a total of 51 units exported in four years at an average unit price in the region of £500,000. Orders in hand, although the JBE capability is not yet fully committed, are for deliveries well into 1972.

JBE turbines are now running or destined for service in Abu Dhabi, Alaska, Argentine, Australia, Bahamas, Bahrain, Brunei, Canada, Puerto Rico, Saudi Arabia, Spain, Thailand, and the United States.

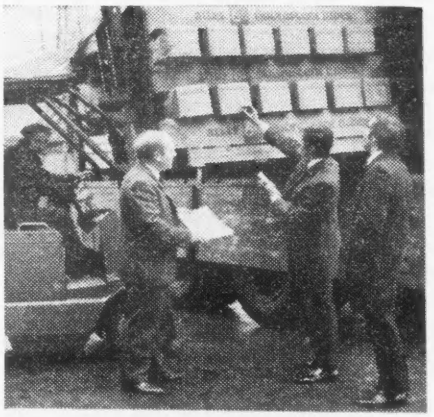
Hydro-electric plant for India

During 1970 the large machines group of English Electric-AEI Machines Ltd., Rugby, received orders amounting to approximately £500,000 from Heavy Electricals (India) Ltd., Bhopal, for the manufacture and supply of component parts for vertical hydro-electric ac generators to be installed in Indian power stations.

One contract is for the supply of additional components for Nos. 9 and 10 machines at Sharavathy power station of the Mysore State Electricity Board. A further order is for the supply of a number of components for the No. 2 Unit at Dehar power station in Himachel Pradesh, which belongs to the Punjab State Electricity Board. Another order covers the supply of two sets of components for Nos. 1 and 2 generators required for Khodri power station being built for the Uttah Pradesh State Electricity Board, forming the second stage of the Yamuna hydro-electric project.

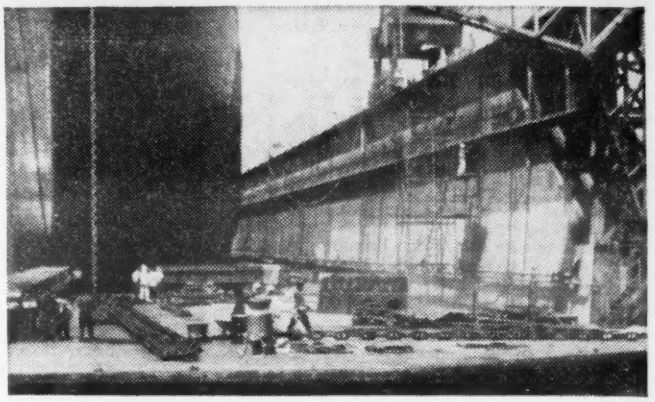


With the dispatch last week of a television outside broadcast vehicle to the Far East, EMI has now completed a £310,000 contract to supply equipment for setting up a television service in the Malaysian State of Sabah. This three monochrome-camera unit, to be based at Kota Kinabalu, will be used to cover local news and sports events throughout Sabah. It is the latest variant in EMI's '114' series of outside broadcast units and similar to four supplied to the Libyan State Television Service in the past 12 months.



Next stop Iran! Picture shows the loading of one of the massive trucks that will deliver, overland, fluorescent and tungsten fittings from Thorn Lighting as part of an order – worth ove,' £10,000 – for the National Iranian Gas Company's new administration building in Rey, Iran. The order includes over 800 Atlas Format modular fluorescents. Photographed at Thorn Lighting's export depot at Abridge, Essex, are (right) two representatives of the trailer operators – Deugro Transport (UK) Ltd., London. Journey time across Europe and Eastern European countries will take about 15 days.

Tariff, Customs and Import Regulations in overseas countries



Materials for the complete repainting of what is reputed to be the largest dry dock in the Mediterranean – the 24,000 sq. metres No. 4 floating dock of the Societa Esercizio Bacini in Naples – have been supplied by Expandite Ltd., through their Italian Associates, Italbarra s.p.a. The Naples contract was worth approximately £12,500. Technical services and supervision were provided by the Atlas Preservative Company Ltd., the United Kingdom licensees for Expandite anti-corrosion products. Picture shows preparatory work in progress on the inside of the dock.

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common Agricultural Policy

THE TEXTS of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations and Decision may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

WINES

Regulation (CEE) No. 2419/70 fixes, in modifying **Regulation (CEE) No. 1437/70** the amount of the aid for private storage of table wines during the period December 1, 1970 to November 30, 1971 (*Journal Officiel* No. L260 dated December 1, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 2423/70 modifies **Regulation No. 23** and **Regulation (CEE) No. 158/66** in so far as they concern fixing and modifying the common quality standards applicable to fruit and vegetables (*Journal Officiel* No. L261 dated December 2, 1970).

Regulation (CEE) No. 2444/70 sets up a countervailing duty on the import of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids coming from Spain (*Journal Officiel* No. L262 dated December 3, 1970).

PROCESSED FRUIT AND VEGETABLES – CORRECTION

Trade and Industry dated November 25, 1970 (page 338) contained an announcement about **Regulation (CEE) No. 2275/70** modifying **Regulation (CEE) No. 865/68.** The *Journal Officiel des Communautés Européennes* No. L263 dated December 4, 1970 contains a correction to this Regulation.

SEEDS

Decision No. 70/513/CEE authorizes Germany to permit, until July 31, 1971 the marketing of fescue seeds subject to less stringent requirements (*Journal Officiel* No. L261 dated December 2, 1970).

CEREALS AND RICE

Regulation (CEE) No. 2434/70 modifies **Regulation (CEE) Nos. 120/67** and **359/67** establishing a common organization of the markets in the cereals and rice sectors respectively (*Journal Officiel* No. L262 dated December 3, 1970).

(*Continued on next page*)

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Regulation (CEE) No. 2435/70 modifies **Regulations No. 140/67/CEE** and **365/67/CEE** relating to the rules for the fixing in advance of levies applicable to cereals, rice and brokens (*Journal Officiel* No. L262 dated December 3, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2436/70 annuls **Regulation (CEE) No. 162/69** relating to the active processing trade for certain dairy products (*Journal Officiel* No. L262 dated December 3, 1970).

FRANCE

Duty reduced quota for dried grapes

THE FRENCH *Journal Officiel* of November 28 announced that for the period December 1, 1970 to November 30, 1971 inclusive, the quota for the import of dried grapes (Tariff heading 08.04 B I) at a reduced rate of duty of 1·2 per cent has been fixed at 2,990 quintals net.

Imports must be routed through the following customs posts:

Marseilles port (bureau gerant); Le Boulou – Le Perthus – La Junquera-gare, route et entrepot; Hendaye – Behobie-gare et route; Le Havre-port and Dunkerque-port.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

French Highway Code

THE FRENCH *Journal Officiel* of November 26, published an amended version of the Annex to the Arrete of February 5, 1969, establishing the specifications required for approval concerning the anchorage points for safety belts in private cars.

These rulings cover anchorage points for safety belts used by adults in seats facing forward, but do not apply to belts actually fixed to the seats or to special belts which cannot be fitted to points provided by the car manufacturer.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 423/408/288), where the full French text may be seen.

PORTUGAL

Drawback on brass shapes

PORTUGUESE *Diario do Governo*, First Series, No. 251, of October 29, published Order No. 550/70 which authorized the import, under drawback, of brass shapes intended for the manufacture of hinges for export under the same arrangement.

The percentages to be taken into account in calculating the refund of duties, and all other conditions of implementation, will be dealt with by a Ministerial decision in each case.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460, 462).

IRISH REPUBLIC

Importation of dogs and cats

THE MINISTER for Agriculture and Fisheries has made an Order under the Diseases of Animals Act, 1966, entitled 'Importation of Dogs and Cats (Amendment) (No. 3) Order 1970'. This Order permits the importation into the Republic of dogs and cats from Great Britain and the Channel Islands to be resumed without restriction as from December 1, 1970.

Copies of the Order may be obtained from the Secretary, Department of Agriculture and Fisheries (Animal Health Division), 12 Lr. Baggot Street, Dublin 2.

Inquiries from British exporters may be made of Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466/467).

ITALY

Statistical visas for cotton textiles

THE ITALIAN *Informazioni per il Commercio Estero* of November 23 published further details relating to statistical visas now required for certain cotton textiles when imported into Italy from non-EEC countries (see *Trade and Industry* of December 9, page 455).

Applications for visas, on plain paper and made separately for each import should be forwarded to the Istituto Nazionale per il Commercio Estero (ICE), Serv. Operazioni Speciali, Via Liszt, 21, Roma, together with a bank certificate and two copies of the invoice, one of which will be retained by the ICE. The application should state the type of goods, tariff heading and corresponding statistical number, quantity and value, and origin or source.

For imports of less than Lire 1 million, where the bank certificate is not required by Customs, two copies of the invoice will be sufficient.

Inquiries by British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467), where the full Italian text may be seen.

Analyses of ethyl alcohol

THE ITALIAN *Gazette Ufficiale* of November 20 published a special supplement setting out the official methods to be employed in the analyses of ethyl alcohol, as apply under a Ministerial decree dated March 26, 1970.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467) where the Italian text may be seen.

William Grant & Sons, Scotch whisky distillers, attended the recent Association of British Travel Agents Conference in Rotterdam. The theme of the Grant's stand was 'come and see whisky made' at the only Scotch whisky distilleries – Girvan in Ayrshire and Glenfiddich, Dufftown – with permanent guides, walk-in tours, and a free glass of whisky for the visitor. Picture shows visitors enjoying a drink with Grant's Public Relations Manager (fourth from left) and Mr. C. J. A. Molenaars, Grant's Dutch agent (extreme right). In the centre is Piper Willie Cochrane.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Department of Trade and Industry's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

TURKEY

Global Import Quotas

ON NOVEMBER 12 the Turkish authorities announced increases of import allocations under six industrial quotas and 78 importers' quotas in the 25th Global Import Quota List (July 5, 1970 to January 4, 1971) to which the *Board of Trade Journal* notice of August 5 refers. Additional import allocations under industrial quotas amount to $1,170,000 and those under Importers' quotas amount to $1,227,000.

A further circular issued in the Turkish *Official Gazette* announced an increase of $1 million in the $650,000 quota (quota item 452) for the requirements of artisans and small traders.

Further information may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

FINLAND

Restrictions on the use of import credits

FURTHER TO the notices published in *Trade and Industry*, on November 25 and December 2, the Bank of Finland has announced the following additions and amendments to the list of items covered by the restrictions:

Additions
- Chapter 45
  - 84.52.600
  - 84.52.800
  - 84.53
  - 84.54.800
  - 84.55
  - 87.06

Deletions
- Chapter 22
  - 37.07
  - 60.06.300
  - 73.37.110
  - 92.12.400

All inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 458, 459, 460, 461 and 462).

UGANDA

Government control of the import trade

UGANDAN STATUTORY INSTRUMENT No. 173, the Export and Import (Authorization) (No. 3) Order, 1970, revokes with effect from October 21, 1970, the Export and Import (Authorization) (No. 2) Order, 1970 (published in the *Board of Trade Journal* of June 24, page 1683).

(1) Under this new Order a registered agent of the Export and Import Corporation may import for the purposes of trade any of the goods specified in Schedule 1 below.

(2) No person may import for the purpose of trade any goods, other than those specified in Schedule 1 below, without prior authorization in writing, granted by the Corporation.

(3) Notwithstanding the provisions of paragraph (2) above, the persons specified in column 1 of Schedule 2 below, may import the goods specified in column 2 of that Schedule, provided that such goods are not for manufacturing purposes.

Schedule 1

SECTION 1
FOOD AND LIVE ANIMALS
- Group 001 Live animals
  - All items as enumerated in group
- Group 011 Meat, fresh chilled or frozen
  - All items as enumerated in group
- Group 012 Meat, dried, salted or smoked
  - All items as enumerated in group
- Group 031 Fish, fresh or simply preserved
  - All items as enumerated in group

SECTION 2
CRUDE MATERIALS, INEDIBLE, EXCEPT FATS
- Group 231 Crude rubber (including synthetic and reclaimed)
  - All items as enumerated in group
- Group 242 Wood in the rough, or simply squared
  - All items as enumerated in group
- Group 244 Cork, raw and waste
- Group 271 Fertilizers, crude
  - All items as enumerated in group
- Group 273 Stone, sand and gravel
  - All items as enumerated in group
- Group 274 Sulphur and unroasted iron pyrites
  - All items as enumerated in group
- Group 275 Natural abrasives (including industrial diamonds)
  - 275 200 natural abrasives (pumice stone, emery, corundum, etc.)
- Group 276 Other crude minerals
  - Items as emunerated in group, excepting salt
- Group 281 Iron ore and concentrates.
- Group 282 Iron and steel scrap
- Group 283 Ores and concentrates of non-ferrous base metals
  - All items as emunerated in group
- Group 284 Non-ferrous metal scrap
- Group 292 Crude vegetable materials, n.e.s.

SECTION 3
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS
- Group 321 Coal, coke and briquettes
  - All items as enumerated in group

SECTION 4
ANIMAL AND VEGETABLE OILS AND FATS
- Group 411 Animal oils and fats (excluding lard)
  - All items as enumerated in group
- Group 431 Animal and vegetable oils and fats, etc.
  - All items as enumerated in group

SECTION 5
CHEMICALS
- Group 515 Radioactive and associated materials
- Group 521 Mineral tar and crude chemicals from coal, petroleum and natural gas
  - All items as enumerated in group

SECTION 6
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL
- Group 671 Pig iron, speigeleisen, sponge iron and steel pardus and shot and ferro-alloys
- Group 672 Ingots and other primary forms of iron and steel
- Group 676 Rails and railway track construction material of iron and steel
  - All items as enumerated in group

Note: Numerical references are to the International Trade classification, revised

Schedule 2

Name	Goods to be imported
Dairy Industry Corporation	Milk, cream, butter and ice-cream, ghee (clarified butter) and cheese Dairy farm equipment
National Housing Corporation	Machinery for the Corporation's building and road construction works
Uganda Electricity Board	All goods required for Board's electrical engineering and maintenance works
Kampala and District Water Board	All goods required for the Board's waterworks
Makerere University, Kampala	All specialized equipment and books required for teaching and research Books and stationery supplies for the University Bookshop
Agip (Uganda) Ltd. B.P. (Uganda) Ltd. Caltex Oil (Uganda) Ltd. Esso Standard (Uganda) Ltd. Mobil (Uganda) Ltd. Total (Uganda) Ltd. Uganda Shell Ltd.	Oil and petroleum products Materials and equipment required for the oil industry
Religious organizations	Altars, fonts and pulpits, stained glass windows, altar bread and communion wafers, sacramental wine, altar linen and vestments, bells, organs and blowers therefor and harmoniums and parts or accessories thereof for use in the conduct of religious services
Charitable and Voluntary Organizations Technical Assistance Organizations	Specific imports to be approved by the Minister

Note:

The list of goods subject to import licensing or prohibition remains the same. The effect of the above Order directs that Ugandan importers must now make application to the Export and Import Corporation for the importation of all goods other than those shown in Schedule 1 above, whether or not an import licence is required.

Inquiries relating to this notice should be addressed to the Department of Trade and Industry, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757 Ext. 471/2/3).

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GHANA

United Kingdom/Ghana Loan, 1970

THE FOLLOWING Notice was published in the Ghana *Commercial and Industrial Bulletin* of November 27, 1970.

Notice to Importers No. 354

The Controller of Imports and Exports hereby announces that the deadline for the establishment of Letters of Credit for United Kingdom/Ghana Loan Import Licences has been extended to January 31, 1971.

Any holder of United Kingdom/Ghana Loan Import Licence who may require further extension after January 31, 1971 should make a separate application to the Controller of Imports and Exports, PO Box M.47, Accra.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064/3338), quoting Reference CRE 26420/G.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 518, published in the South African *Government Gazette* of December 4, contains applications to the Board of Trade and Industries for (1) increase in duty on olive oil from 5 per cent ad valorem or 270c per gallon less 90 per cent of the f.o.b. price to 5 per cent ad valorem or 370c per gallon less 95 per cent of the f.o.b. price; (2) rebate of the duty on coated paper and paperboard (including enamel paper or board), not waxed or printed, for the manufacture of aluminium foil backed with paper or paperboard; and (3) withdrawal of the rebate facilities in respect of unprinted aluminium foil, backed with paperboard with a basic weight per square metre exceeding 250 grammes, for the manufacture of boxes, bags and other packing containers (Item 310.05/76.04); and (b) unprinted aluminium foil, backed with paperboard with a basic weight per square metre exceeding 250 grammes, for the manufacture of labels, tickets, tape and similar goods (Item 310.07/76.04(1)).

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make presentations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Hire purchase regulations

CHANGES IN the South African hire purchase regulations dated October 30 (notified in *Trade and Industry*, December 2) have been withdrawn and replaced by others under South African *Government Gazette* Notice No. R2113 of November 27.

Inquiries may be addressed to Tariff Section, of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

These changes affect pianos, household and garden furniture, mattresses, floor carpets, household refrigerators and freezing cabinets, coal stores, household electrical and non-electrical appliances, musical instruments, radiograms, venetian and other blinds, camping equipment, motor vehicles, sporting and pleasure vessels including in- and outboard engines, photographic and cinematographic cameras, projectors, sound recorders, jewellery, clocks and watches.

Import Control Regulations, 1971

A COPY HAS now been received of Government Notice R2109, published in the Republic of South Africa *Government Gazette* of November 27, setting out in detail the Import Control Regulations for 1971, which become operative on January 1.

The Regulations cover three groups of commodities, namely:

Group 1 – Free list.

Group 2 – Capital plant, equipment, vehicles, raw materials and consumer goods.

Group 3 – Restricted list.

Inquiries related to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

INDIA

Patents Act, 1970

INDIA'S PATENTS ACT 1970, which amends and consolidates the paten law, received the Presidential assent on September 19, 1970, and wil come into operation in stages; the dates for operating the various clauses are to be announced later.

The new Act provides for the term of patents relating to food, medicines and drugs to be reduced from 16 years to 5 years from the date of sealing of the patent or 7 years from the date of filing, whichever period is shorter, and the term of all other patents to be reduced to 14 years.

Among other changes introduced is a provision that all future patents relating to food, medicines, drugs and chemical substances shall be deemed to be endorsed with the words 'Licences of Right' from the date of expiration of three years from the date of sealing of the patent. Patents relating to the above products in force at the date of commencement of the Act shall be deemed to be similarly endorsed from this date or from the expiration of three years from the date of sealing, which is later. It is also laid down that in the case of patents so endorsed relating to food, medicines or drugs, the royalty reserved to the patentee under a licence granted shall in no case exceed 4 per cent of the net ex-factory sale price in bulk of the patented article.

A translation of the above Act is available for consultation in the National Reference Library of Science and Invention (Holborn Division).

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CEYLON

Control of prices (drugs)

CEYLON CONTROL of Prices (Drugs) Order, 1969, contains details of the maximum wholesale and retail prices above which any specified drug cannot be sold. This order revokes the Control of Prices (Drugs) Order, 1968.

A copy of the Order may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

Customs notification

CEYLON CUSTOMS Notification No. 5 (Hotels and Rest Houses) contains a list of items that can be imported into Ceylon, at special rates of duty, for the construction of and use in hotels and rest houses approved by the Ceylon Tourist Board. This notification, which took effect from October 26, 1970 supersedes Customs Notification No. 4 (Hotels and Rest Houses) as published in the *Board of Trade Journal* of December 24, 1969.

A copy of the Notification may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472 and 473).

Import control

CEYLON IMPORT Control Notice No. 25/70, dated October 26 contains an additional list of proprietary veterinary drugs and feed additives that may be imported on licences issued under Quota Item D3.

The list may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

MALAYSIA

Import control

THE MALAYSIAN *Government Gazette* dated November 19, published the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 21) Order 1970, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969 by the addition of the following:

Heading No.	Description of goods	Country
19.03 000	Macaroni, spaghetti and similar products	All countries
32.04 900	Colouring matter of vegetable origin (including dyewood extract and other vegetable dyeing extracts, but excluding indigo) or of animal origin, other than those suitable for use in food or drink	All countries
32.05 900	Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo, other than those suitable for colouring food or drink	All countries
32.07 900	Other colouring matter; inorganic products of a kind used as luminophores, but excluding ultramarine blue and laundry blue	All countries
32.08 000	Prepared pigments, prepared opacifiers and prepared colours, vitrifiable enamels and glazes, liquid lustres and similar products, of the kind used in the ceramic, enamelling and glass industries; engobes (slips); glass frit and other glass, in the form of powder, granules or flakes	All countries
32.09 390	Pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media, but excluding white lead in oil and aluminium paste	All countries

This notice means that the items shown in column two are now subject to special import licensing when imported into the States of Malaya from any country.

Any inquiries regarding this notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

SINGAPORE

Bill to prohibit smoking advertisements

THE Department of Trade and Industry has received a copy of a Singapore Bill on 'The Prohibition on Advertisements relating to Smoking Act, 1970.' The Bill seeks to make it an offence to publish any advertisement which contains any inducement to purchase or smoke cigarettes, cigars, etc.

Whilst local publications will not be allowed to carry cigarette advertisements, the provisions of the Act will not apply to any advertisement relating to smoking contained in newspapers, magazines, journals, etc., printed abroad and imported into Singapore.

Any inquiries regarding this notice should be made to Commercial Relations and Exports Department, Room 309, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 25926.

INDONESIA

Exchange rates

ON DECEMBER 7 the Government of the Republic of Indonesia announced that, with effect from December 9 the Devisa Kredit (DK) exchange rate will be made the same as the Devisa Umum (DU) rate.

Foreign exchange banks must use Devisa Kredit, as long as it is available, as cover for imports which are eligible for each Devisa Kredit. Other regulations regarding Devisa Kredit remain valid.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Department of Trade and Industry, Room 313, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

NEW ZEALAND

Tariff and Development Board reports

COPIES OF the following New Zealand Tariff and Development Board reports have been received and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
84.12.00	Air conditioning machines, self-contained, etc.
Ex 90.10.09	Photocopying apparatus (contact type)

Emergency Protection Authority reports

COPIES OF the following New Zealand Emergency Protection Authority reports have been received and are available from the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
46.02.09	Plaiting materials – split rattan, etc.
73.27.05 73.27.09	Stainless steel woven wire cloth

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of button moulds of metal, blanks and parts thereof.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 98.01.11	Gross	Free	Free	Free

The Emergency Protection Authority is required to report to the Minister by January 6, 1971.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade,' telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Reference CRE 858/69.

AUSTRALIA

Special Advisory Authority Inquiry on yeast

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: yeast (tariff item 21.06.1).

Details of the tariff items under which the above-mentioned goods are dutiable are given below.

Item	Goods	Rates of Duty	
		General	Preferential
21.06	Natural yeast, active or inactive; prepared baking powders:		
21.06.100	Natural yeasts, active or inactive	Free Primage	Free Primage
	When in blocks (wrapped or unwrapped) or packs, of less than 1 lb. (i.e., put up for sale)	10%	5%
	Other	Exempt	Exempt
	Includes the following: Brewery yeast Distillery yeast Bakers' yeast. Generally marketed in the form of pressed yellowish-grey cakes (pressed yeast) but also marketed in dried form, usually in grains Culture yeast. It may be suspended in distilled water or in gelatin or agar-agar. Usually marketed in measured quantities put up in sealed containers Seed yeast. Usually marketed in the form of a moist pressed and plastic mass Dried yeasts (known as 'inactive yeasts') Exclusions: Enzymes (diastastes, pepsin, rennet, etc.) (29.40) Microbial cultures (including ferments other than natural yeasts) (30.20) Medicaments (30.03) – CN 1 (d) Restrictions: Commerce marking		

The Special Advisory Authority is required to report within 30 days of the date of the reference (in this case by January 4, 1971).

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 1593/70.

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Tariff Board inquiry on yeast

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of yeast (tariff item 21.06.1).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468/469 and 401).

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence.

In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than December 30, 1970. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference No. CRE 1828/70.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Dumping Tariff Board Inquiry on acetone

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) Whether acetone, tariff item 29.13.100 has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than December 29.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference CRE 1191/70.

Dumping Tariff Board Inquiry on grinding and cutting off wheels

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether grinding and cutting off wheels tariff item 68.04.000 have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Interim anti-dumping action in the form of cash securities has been imposed on goods concerned, exported to Australia on and after December 21, 1970.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than December 29, 1970.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting Reference No. CRE 1876/70.

URUGUAY

Import surcharge exemptions

ARTICLE 1 of Uruguayan decree No. 510/970 of October 20, 1970 (see page 288 of *Trade and Industry* of November 18, 1970) established a surcharge of 5 per cent on imports of all goods carrying no surcharge or those imported without payment of surcharges in accordance with the rulings in force at that time, with certain exemptions.

By a new Decree (No. 580/970) issued recently in Uruguay, fertilizers and raw materials required for their preparation are also exempted from the surcharge, provided that they are imported in accordance with the rulings established in Article 5 of a Decree of April 14, 1963, which states that proof of the nature and purpose of the goods must be submitted in appropriate certificates issued by the Directorate of Agronomy of the Ministry of Livestock and Agriculture, with the Bank of the Republic being empowered to carry out or obtain such other check and evidence as it may deem expedient.

Inquiries from British Exporters relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry. Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

COLOMBIA

Addendum to chapter 38 of the Customs Tariff

THE MINISTRY of Finance, in Resolution No. 009 of September 9, 1970 published the following additional note to Chapter 38 of the Colombian Customs Tariff:

'Intermediate preparations used as active raw materials for the processing of insecticides, fungicides, weed-killers and the like, made up of active components to which are added one or more substances which make them lose their technically pure nature and correspond to heading 38.11.A if supplied in bulk, shall attract a 2 per cent customs duty. The prior approval of the Ministry of Agriculture or of an agency appointed for the purpose is required; the Customs Classification is to be determined by the Tariff Division of the General Customs Directorate.'

British exporters can obtain further details from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

Addition to prior import licence list

THE COLOMBIAN Foreign Trade Institute INCOMEX by Resolution No. 018 of August 26, removes from the prohibited list and adds to the prior import list, the following item:

Tariff No.	Description
16.04.1 c	Bonito, in airtight cans

British exporters can obtain further details from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476).

PERU

Amendment to tariff heading

SUPREME RESOLUTION No. 568-70-EF/70 of November 11, modifies Peruvian Tariff heading No. 39.02.1.12. The new description and rate of duty is set out below.

Tariff No.	Description	Unit	Specific Duty (Gold Soles)	Duty *Ad val.* cif
39.02.1.12	Compound of polyvinyl chloride with atoxic additives	KG.	3·00	+30%

Prior permission to import this item is required from the Director-General of Industry.

New tariff heading introduced

SUPREME RESOLUTION No. 571-70-EF/70 of November 20, introduces a new item, No. 68.13.2.05, to the Peruvian Customs Tariff, the description and rate of duty is as follows:

Tariff No.	Description	Unit	Special Duty (Gold Soles)	Duty *Ad val.* cif
68.13.2.05	Asbestos fabrics and strips mixed with resins in a crude state, without vulcanizing, which are used in the manufacture of clutch plates	KG.	1·00	+30%

Prior permission to import this item is required from the Director-General of Industry.

British exporters can obtain further information from Tariff Section Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

ARGENTINA

Imports of heavy trucks and long distance buses and their chassis prohibited

DECREE No. 7921/67, issued on October 23, 1967, lifted the prohibition on the importation into Argentina of heavy trucks and long distance buses and their chassis as from July 1, 1970. Decree No. 1711 of October 14, 1970, issued on November 5 suspends the provisions of Decree No. 7921/67 relating to the prohibition. The headings affected are as follows:

Tariff No.	
87.02.03.02	Heavy-weight vehicles for the transport of goods, having two axles, solely with chassis and cab, of a maximum gross weight of more than 14 tons and fitted with an engine of a rated gross torque of not less than 55 kg (normal induction) or 70 kg under forced induction or when fitted with a supercharger
87.02.03.03	Heavy-weight vehicles for the transport of goods, fitted with three axles, the two rear axles being driving axles, solely with chassis and cab, of a maximum authorized gross weight of more than 20 tons and fitted with an engine of a rated gross torque of not less than 55 kg (normal induction) or 70 kg under forced induction or when fitted with a supercharger
87.04.02.03	Motor bus chassis of a maximum authorized gross weight of 13 tons or more and a wheelbase of more than 5·45 metres, fitted with an engine of a rated gross torque of not less than 55 kg (normal induction) or 70 kg under forced induction or when fitted with a supercharger
87.04.02.11	Chassis for heavy-weight vehicles, for the transport of goods, having two axles, of a maximum authorized gross weight of more than 14 tons and fitted with an engine of a rated gross torque of not less than 55 kg (normal induction) or 70 kg under forced induction or when fitted with a supercharger
87.04.02.12	Chassis for heavy-weight vehicles for the transport of goods fitted with three axles, the rear axles being driving axles, of a maximum authorized weight of more than 20 tons and fitted with an engine of a rated gross torque of not less than 55 kg (normal induction) or 70 kg under forced induction or when fitted with a supercharger

Goods which on October 14 had already been shipped, were in a Argentine port or were covered by irrevocable letter of credit are exempt from the prohibition.

Inquiries from British Exporters relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, Londln, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

CHILE

Import duty amendments

THE CHILEAN *Official Gazette* of November 10 published the following amendments to the Chilean Import Tariff.

Chapter 41	Raw hides and skins (other than fur skins) and leather
Chapter 42	Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles of animal gut (other than silk-worm gut)
Chapter 43	Fur skins and artificial fur; manufactures thereof
Chapter 46	Manufactures of straw and of other plaiting materials; basketware and wickerwork
Chapter 84	Boilers, machinery and mechanical appliances; parts thereof (Note: Only tariff numbers 84.30 to 84.47 inclusive, are affected by these amendments)

British exporters interested in this notice can, by specifying their products, obtain further information from Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

EL SALVADOR

Amendment to the Foreign Exchange Law

HM EMBASSY in San Salvador have reported that the Government of El Salvador, under Decree No. 37 enacted on October 30, now allow free remittance overseas of profits derived from foreign owned industrial investment in the country. The Decree supersedes Article 40 of the Foreign Exchange Law, issued under Decree No. 146 of May 30, 1961, which limited remittance to up to 10 per cent of net profits.

Inquiries relating to this notice should be addressed to Export Data Branch 2, Export Services Division, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 477).

UNITED STATES

Motor vehicle safety standards

Seat belt assembly anchorages – Standard 210

A NOTICE was published in *Trade and Industry* on November 4, 1970, and *Export Intelligence* on November 9, 1970, of proposed amendment to United States Standard 210. The effective date of the amended standard has been extended to January 1, 1972, for passenger cars and for the installation of anchorages for upper torso restraints for seating positions other than front outboard designated seating positions on other vehicles. Reference FR 1.12.70.

Brake hose and brake hose assemblies – Standard 106

A NOTICE was published in *Trade and Industry* of November 18, 1970, and *Export Intelligence* on November 24, 1970, giving details of proposed amendments to United States Standard 106. The date for submitting comments has been extended to January 25, 1971. Reference FR 28.11.70.

Child seating systems – Standard 213

A NOTICE was published in *Trade and Industry* of October 21, 1970, and in *Export Intelligence* on November 24, 1970, giving details of proposed amendments to United States Standard 213. The date for submitting comments has now been extended to January 22, 1971. Reference FR 28.11.70.

High speed warning and controls

THE UNITED STATES National Highway Safety Bureau has proposed a new standard 'High Speed Warning and Control' applicable to passenger cars, multipurpose passenger vehicles, trucks, buses and motorcycles, and for speedometers used in those vehicles. The standard would establish requirements for high speed warning and control to deter and limit excessive vehicle speed. It would also specify the maximum speed that speedometers may indicate. The proposed effective date is October 1, 1972.

Interested persons may submit written comments to the Safety Bureau not later than February 26, 1971.

British exporters may obtain further details from the United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 1.12.70.

Guides for the wig and hair piece industry

THE *Board of Trade Journal* of August 26, 1970, gave details of guides issued for the wig and hair piece industry. The United States Federal Trade Commission has now extended the time for complying with the guides to February 8, 1971.

British exporters may obtain further details from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 25.11.70.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.

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TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford. OX5 1QB.

EXPORTERS OF PRODUCTION AND OFFICE EQUIPMENT! A massive international export advertising campaign is due to be launched in January 1971 and will continue until December 1971. For publicity minded companies who wish to promote their products world-wide, space is still available in the most outstanding, attention getting, full colour direct inquiry media ever to leave Britain. Companies who would like to consider participating in this campaign are invited to write for further details to the Campaign Manager, 'Made in Britain Campaign,' Direct Overseas Advertising Ltd., 46A, Gloucester Road, London, S.W.7 or telephone 01-589 1942.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

MIDDLE EAST EXPANSION – Anglo-Lebanese company, Beirut-based, can represent expanding British companies and promote their products. Agent 01-574 3955 (evenings).

UNITED STATES, *continued*

Transportation of liquids by pipeline

THE UNITED STATES Hazardous Materials Regulations Board has published details of an amendment to the regulations concerning the hydrostatic testing, design pressure and operating pressure of liquid pipeline. This amendment is the last of a series of amendments relating to this subject.

British exporters may obtain details from the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 7.11.70.

CANADA

Motor Vehicle Safety Regulations

THE CANADIAN Government has issued new Motor Vehicle Safety Regulations to come into effect January 1, 1971. The regulations include standards relating to the design and performance of passenger cars, trucks, buses, motor cycles and trailers, standards limiting motor vehicle exhaust emissions and standards applying to snowmobiles. Safety standards pertaining to tractors and associated vehicles are under consideration.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457).

Consumer Packaging and Labelling Bill and Weights and Measures Bill

THE CANADIAN Department of Consumer and Corporate Affairs have issued a Reference Paper (RP-70-5) giving background information on the proposed Consumer Packaging and Labelling Act (Bill C-180) and a complementary Weights and Measures Act (Bill S-5). The Consumer Packaging and Labelling Act is in respect of the packaging labelling, sale, importation and advertising of prepackaged and certain other products.

Copies of the Reference Paper are obtainable from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456 and 457).

Report on Overseas Trade

Prepared by the Statistics Division of the Department of Trade and Industry

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices ". . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times*

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HMSO

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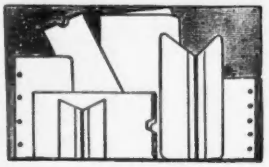
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments



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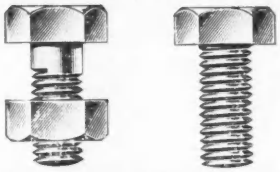

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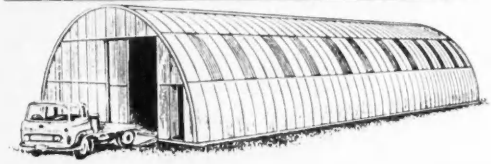

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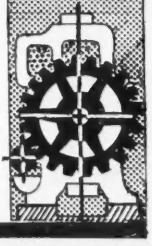

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Of course if you flew with us to sell the goods, you'll know we can fly them to the same place.

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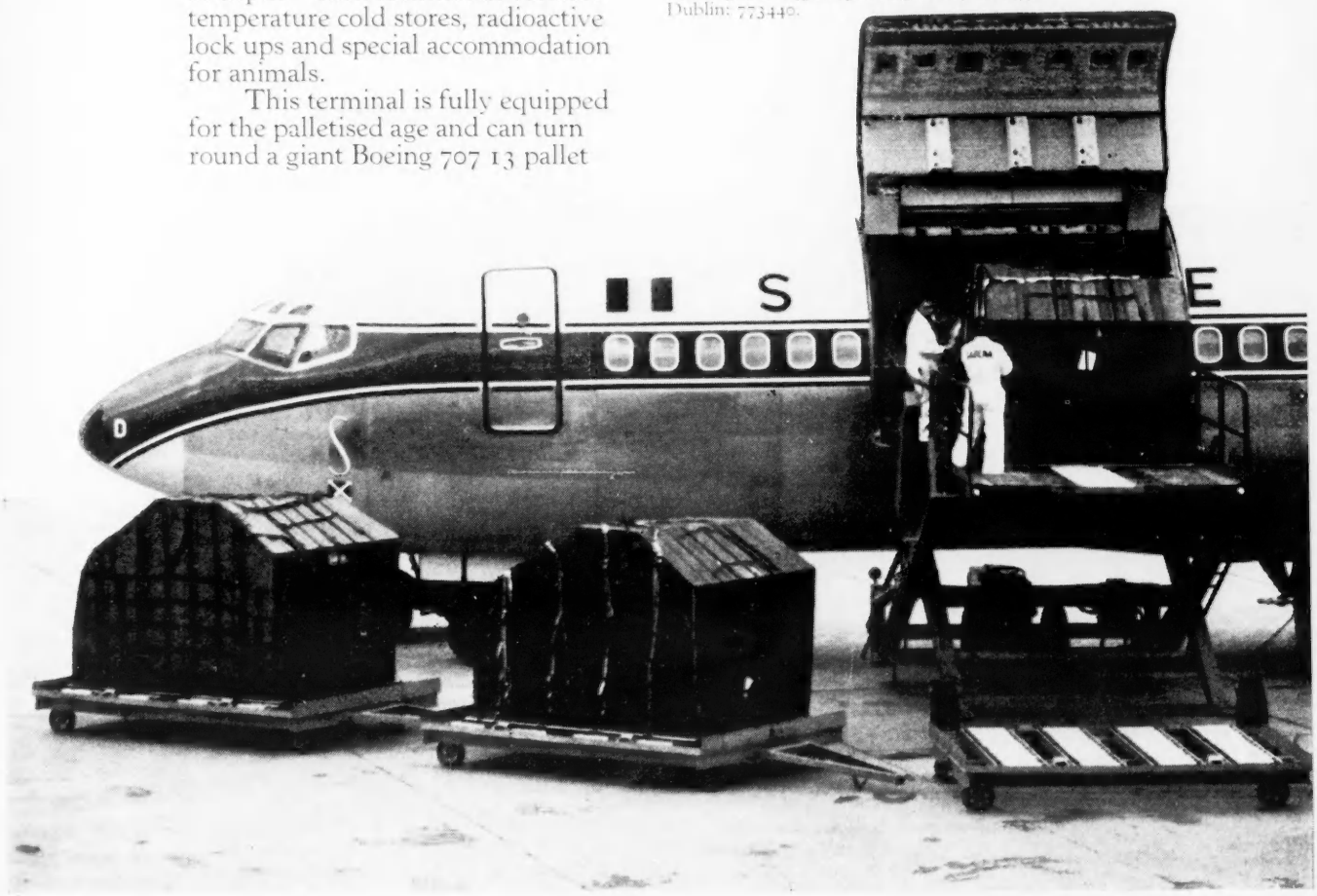
London: Skyport 7290/1. Manchester: Mercury 1542. Birmingham: 643 6105. Glasgow: 248 6018/9 Dublin: 773440.